

PARTNER PROGRAMME

A Collaborative Platform for Mutual Success



The ST Telemedia Global Data Centres (STT GDC) Partner Programme is designed to provide a collaborative opportunity between partners such as Network Service Providers, System Integrators, Managed Service Providers, Agents and STT GDC. Partners can rely on our data centre platform and selection of connectivity services to deliver multi-data centre and multi-cloud solutions, enter or expand in the markets we cover, or to augment its existing suite of services.

PARTNER BENEFITS

We are committed to fostering the success of our partners. Sales enablement tools, technical support, training and marketing resources will be provided to equip partners with the requisite knowledge and materials to deliver market leading services and solutions by leveraging our strategically located data centres globally.

Being business-friendly, not only are there no programme fees, revenue commitment and exclusivity requirements for participants of the Programme, Channel Partners also enjoy an attractive incentive regime. With services that are developed with scalability and flexibility in mind, STT GDC can cater to virtually any partner or customer's stage of growth and evolving business needs.

PROGRAMME PARTICIPATION MODELS

Partners have a choice between two programme participation models, Reseller and Channel Partner. Participation in the models are not mutually exclusive.

	Reseller	Channel Partner
How It Works	Resellers incorporate STT GDC's services into their product portfolio to create new service offerings or augment existing value propositions.	Partners leverage STT GDC's services to drive business growth and boost profitability through an attractive incentive scheme.
Value Proposition	STT GDC's multi-data centre solution tailored to serve a comprehensive range of deployment sizes and requirements enables Resellers to capture the most diverse opportunities.	A close working relationship between Channel Partners and STT GDC that combines the strengths of both parties brings to market a harmonised and differentiated solution.
Marketing & Prospecting	Resellers prospect customers independently and enjoy considerable latitude over marketing and promotional activities.	Channel Partners prospect customers jointly with STT GDC's Channel Managers who provide significant marketing, sales and technical support to deliver a first-rate customer experience.

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