



Empowering business to do more

11 Reasons to Partner with Node4





Wherever your customers are with their digital transformation strategy, there are challenges ahead. Meeting customer expectations without compromising on security, making time for planning and implementation, and managing hybrid IT are but a few.

Having the right IT services partner – one that will help you navigate their challenges and identify new opportunities – is crucial.

How do you know you've got the right provider? Look at their priorities.

Here at Node4, we've made huge investments in our infrastructure and solutions, our people, and creating a partner community that you'll want to be a part of.

Here are 11 reasons to partner with Node4.



Caroline Start, Renewals Manager

1. Total control of our solutions and infrastructure

We own not only our own data centres but the core network, cloud infrastructure, and all of the solutions portfolio that sits across them. This gives us 100% control and confidence in our delivery to you and your customers. This means higher margins for you, and SLAs that give you that contract-winning edge.



Daniel Wheeldon, Business Development Manager

2. Transparency at the heart of what we do

Let's address the elephant in the room; we have quite a substantial direct sales strategy too. We believe this is a good thing; our own experience with our direct customers gives us a solid understanding of the challenges your customers will also be facing. Our deal registration guarantee will offer you every reassurance that we won't step on your toes, and we'll back you every step of the way to see those new opportunities over the line. Let's do this together.



“Having a positive relationship and partnership with Node4 has helped take some of the pressure from my role. Aside from hosting a site visit and training our project managers on the latest cloud-based technology, they also came to our office and filmed some content for our new website!

More recently, Node4 helped us gain great exposure with a joint case study and video on Multiprotocol Label Switching (MPLS) - A private cloud WAN solution to one of our biggest customers. They took care of everything; supplying all of the content along with continuous communication on joint promotional plans.

It’s reassuring to know that I can always rely on our partnership to better promote our services.”

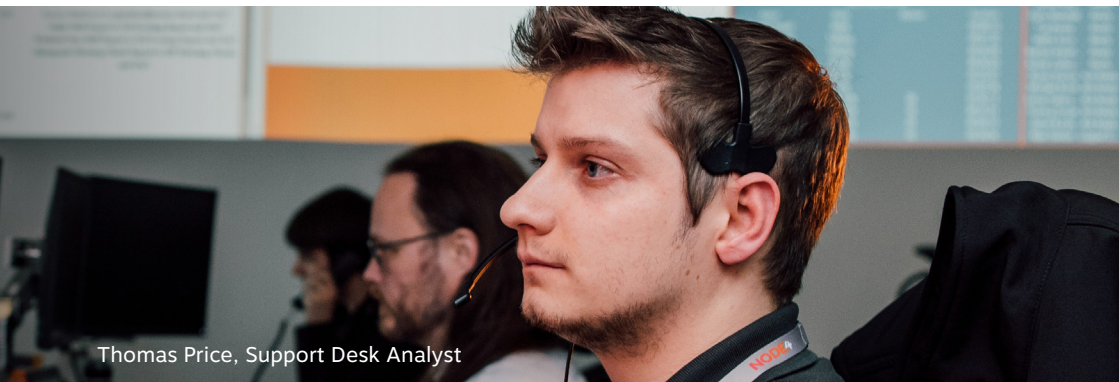
Kerrie Thompson, Marketing Manager,
Data Installation & Supplies

3. We're real people

Behind the great technology we provide to enable business transformation, is a team of people genuinely interested in success for you and your customers. We tell it how it is; we take the time to understand you and your business goals, and if you have any questions or problems, you won't be forced to listen to a robot reading a script.

4. A solution set to deal with any business challenge

Beyond the bread and butter of data centre hosting, connectivity and voice services, our Partners can access so much more through our Services Gateway. From transforming IT through cloud strategy and implementation, to keeping a step ahead of the security threat landscape or facilitating better collaboration in and out of the workplace, we can help your meet your customers wherever they're at.



Thomas Price, Support Desk Analyst

5. It's not just what we know, it's who we know

Over the years, we've developed strong relationships with many of the world's leading technology vendors, with more gold and platinum accreditations than you can shake a stick at. This means we can deliver the right tools for the job, while you reap the commercial benefits that come with vendor relationships that have stood the test of time.



6. No-nonsense commercial benefits

Our commercial strategy is designed to give you lucrative, long-term revenue streams. We're talking high-margin deals underpinned by business-transforming solutions that lend themselves to multi-year contracts – helping you achieve your growth plans while providing the best possible tech to your customers.

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Claire Rowland,
Customer Experience Manager

“The more you speak to us, the more in tune we become to things that are working well for you and things that aren’t. It’s that regular feedback loop that makes us a better managed services provider.”

Claire Rowland, Customer Experience Manager

7. We’re a community, not a programme

Programmes are about ticking boxes and jumping hoops - we’re not into that. Our vision is for a supportive, enabling community; with events and workshops designed to best place you to deliver true digital transformation to your customers – with no hidden additional fees.

8. Our team are here to help you win

Whether it’s the investment in our relationships with key global technology vendors, our people, or our own game-changing SLAs, we do everything we can to give the technical, commercial, and competitive edge at each stage of the bid process.



9. Scale up your marketing

Partners can leverage our team of in-house marketing experts with skills across copywriting, digital/SEO, PR, video, graphic design and events management to give your story that creative edge. Or pick one of our off-the-shelf, white-label campaigns to open up new opportunities within your customer base.



10. Partnership in the truest sense of the word

Let's be honest, nobody really wants to self-serve all of the time ("unexpected item in the bagging area" ring any bells?). We understand winning solutions require teamwork. Our partners lean on us for sales enablement, marketing support, pre-sales consultancy, technical expertise, product training, and a whole lot more, to help them deliver against their commercial objectives.



11. We deliver Exceptional Service as a Standard

Exceptional Service as a Standard (ESaaS) is at the heart of everything that we do, and we're convinced you'll notice a tangible difference working with us. Our ESaaS culture exists in the attitude and approach of each and every one of our employees, right through from our administrators, to engineers, to our senior leadership team.



**Want to work with a
provider who will meet your
customers' IT needs and
help progress your business
strategy?**

We'd love to chat through your requirements and see how we could empower your business to do more. **Please get in touch.**



Empowering business to do more

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