



Partner with a Technology Services Distributor and Make Business Faster and Easier

What is a Technology Services Distributor?

A Technology Services Distributor is a single source, consultative Technology Broker that helps sales agents and referral partners with sourcing, procuring, designing, and delivering right-fit technology solutions that provide winning customer outcomes and experiences.

As a single source, you can easily shop and obtain Unified Communications, Cloud Contact Centre, SD-WAN, and Data Centre/Cloud solutions across multiple cloud-based technology suppliers without the stress or pressure of a supplier sales quota or volume commitment. The Technology Services Distributor holds the direct supplier contracts!

Services are free and the Technology Services Distributor helps sales agents create a monthly revenue model of residual income to build long-term, predictable revenue streams.

Why TBI as a Technology Services Distributor?

Since 1991, Telecom Brokerage Inc. (TBI) has been successfully supporting sales agents and referral partners with a consultative **sell with** model providing direct access to 180+ suppliers such as 8x8, Lumen, Mitel, RingCentral, Vonage and more.

Benefits of Working with TBI:

LUCRATIVE OFFERINGS

Source top solutions based on customer needs and budgetary requirements

SALES RESOURCES

Get sales and business support from TBI and our supplier selling resources

TECHNICAL SUPPORT

Close more complex/challenging opportunities by engaging TBI's Engineering team, certified solution engineers and subject matter experts specialising in Cloud, UCaaS, Security, CCaaS and more

MARKETING

Gain a plethora of resources, including selling guides, vendor-agnostic white label documents, and pre-written marketing campaigns in partneriQ located in TBI's OnDemand app

TRAINING

Receive ongoing, specialised training and the latest product knowledge available through self-paced learning portal, University of TBI

COMMISSIONS

Properly track commissions with monitoring and reporting capabilities with a dedicated commissions team focused on issue and dispute solution

No volume commitments or quotas to meet and all resources and benefits are free when you become a TBI partner.

Contact Keith Connolly, Vice President of Sales, at kconnolly@tbicom.com to learn more or sign up.