

Important Announcement from Comms One:

Everything **at cost**: Comms One launch a ground breaking partner program. A real first in our industry.

We know that the success of our partners is based on the service they provide and that they don't just trade on price alone. However we believe that if our partners could combine their fantastic personalised support with an aggressive commercial offering they will become unbeatable. This in turn will allow them to develop their business and grow for our mutual benefit.

Having given the dilemma of price versus service some serious thought, we have created a way of working with our partners that will enable them to take on the world, with our support.

We will give our partners access to buy-prices they cannot achieve anywhere else, by passing on everything we provide, **at cost**.

We know that it's not just about price, so we underpin our leading price position with a support team that really understands working with partners and how to get the most out of BT.

For the first time, our partners will benefit from a level playing field, enabling them to compete for any deal of any size.

We manage the suppliers and use our buying power to ensure that our partners benefit from the very best commercials. As well as significantly improving their margin, this will increase their win rate and the size of the deals they can close; significantly increasing the scope and potential of their business.

We will make no margin on the products we sell, but instead will charge a management fee each month for the service provided (set for 12 months). In return for this fee we will provide you with:

- The best rates available anywhere
- A unique level of support
- Access to WLR3 via our market-leading portal
- Marketing and telesales support
- WLR at BT cost
- Billing services if required or daily CDR's if preferred
- Access to the full suite of telephony products
- Improved trading terms

We understand this radically changes how the market operates, but we feel that is in the interests of our partners. As a result we are not afraid to do it.

Comms One have already built a successful and sustainable business, and we know this dynamic way of working will enable us to continue our growth plan whilst continuing to deliver the amazing service we have become renowned for. Of course, you can still work with us on the current pence per minute model if you wish, however we know our new way of working will be the future of wholesale trading.

Wholesale Telecoms is an extremely competitive market and we want to continue to do what is needed to keep ourselves at the cutting-edge, ensuring that we approach things differently for the benefit of our partners.

Paul McEwan, MD - "The market needs a new approach; at Comms One we are not afraid of changing things so that they suit our partners better. After all everything we do is for our partners' benefit."

It's as straightforward as that, everything **at cost** in return for a management fee fixed for 12 months.

Call us to discuss how together, we can take on the world.



Call **0844 854 6996** for more information
Support >> Develop >> Achieve

