



## Gateway Supplier Program

*Gain Access to an Expanded Portfolio of Suppliers*

The Gateway Supplier Program provides Telarus technology advisors with a contracting vehicle to an expanded portfolio of suppliers. This offer will help satisfy customers' needs without providing Telarus' standard support or resources. At the same time, this program gives suppliers that may not qualify for our Portfolio Supplier Program access to our extensive technology advisor community. All Gateway Program Suppliers will be required to complete an application process, enter into the Telarus Gateway Supplier Agreement, agree to program guidelines, and pay an annual fee.

### How to Get Started

Technology advisors that wish to access the directory of Gateway Suppliers must first review and accept our program acknowledgement. This step is necessary as Telarus' support for Gateway Suppliers will be a limited subset of the standard support provided for our full Portfolio Suppliers. Technology advisors should expect more self-service involvement directly with Gateway Suppliers. For example, technology advisors will interact directly with Gateway Suppliers to request calls, quotes, proposal generation, solution demonstrations, process deal registrations, etc. The Gateway Supplier will also provide all pre- and post-sales support directly to the technology advisor and end customer client. Telarus will collect and aggregate commissions for all program participants.



### Protections

Technology Advisors can rest assured that foundational protections associated with the residual commission model will be in place via the Gateway Supplier Program guidelines and Gateway Supplier agreement.

Visit [explore.telarus.com/gateway](https://explore.telarus.com/gateway) for directory access.