

Gateway Supplier Program

Reach an Extensive Technology Advisor Community

The Gateway Supplier Program offers suppliers that may not qualify for our full Portfolio Supplier Program access to Telarus' extensive technology advisor community. The Program also provides these Gateway Suppliers the opportunity to evaluate the level of interest from Telarus' channel in their services; and assess the investment and resource commitment needed for success to become a full Portfolio Supplier. All 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.



Key Requirements (not inclusive):

- Proficient at invoicing and collecting from end customers for services sold.
- Capable of paying commissions and supporting report templates provided by Telarus.
- Designate experienced personnel to directly support Telarus technology advisors' requests for calls, quotes, proposal generation, solution demonstrations, process deal registrations, etc.
- Retain trained personnel to directly respond to advisors and end customers for both pre-sale and post-sale support.
- Establish escalation management process for quick resolution, should technology advisor issues arise.
- Maintain minimum billed revenue thresholds as defined by program.

Key Benefits:

- Inclusion in the Telarus Gateway Program directory.
- Promotion of membership and a solution offering video in the quarterly Telarus Technology Advisor newsletter.
- Utilization of Gateway Program emblem on marketing materials and sites.
- Designation in Telarus' CRM software for easy identification of membership for internal employees.
- Participation welcome in local Telarus events (extra cost). Additional corporate access opportunities may be available from time to time.

Is Your Company a Good Prospect?

Good Gateway Supplier Prospects are those suppliers interested in reaching our technology advisor community but may not qualify for our Portfolio Supplier Program at this time. Some of the most prevalent reasons a supplier doesn't qualify are:

- Our full portfolio is saturated with the same technology solution being offered.
- Technology advisor demand and interest is currently limited in number and scope.
- The supplier does not meet our minimum business, operations, resource, funding requirements.

The Gateway Program is intended to be a bridge program for select members into the Telarus Portfolio Supplier Program. A review of billing revenue, number of active selling partners, number of escalations, and alignment with minimum business, operations, resource, and funding requirements will take place annually. Entry into the Telarus Portfolio Supplier Program is by invitation only.