



BUSINESSICT
AUSTRALIA

**Building partnerships
for sustainable success**

Why Partner With Us?

GROW YOUR EARNING CAPACITY



Upfront and trailing commissions

Our model provides you with a unique opportunity to secure both attractive upfront and trailing commissions.



Ubiquitous data network

We are partnered with every tier 1 Australian carrier and key industry supplier, providing access to ubiquitous fixed and data solutions.



A turn key solution

Our partner program has been in operation for over 10 years, highlighted by our market leading product range and support systems, specifically designed for business.



**We deliver enterprise grade
data, voice, cloud, IT and print
to Australian businesses.**

Our Story

A COMPLETE SOLUTION

Business ICT Australia was established in 2015 to deliver enterprise grade data, voice, cloud, IT and print solutions to Australian businesses.

We offer clients and partners access to ubiquitous fixed and data solutions as well as market leading mobile plans delivered on Australia's best network.

At our core, we make ICT (information and communications technology) easy. Our products, services and support are guided by a 'no jargon' approach so you can get a running start selling to Australian businesses.



OUR GROWING PARTNER NETWORK

Our head office is located in Melbourne, with our key partner network continually expanding to provide national distribution. We have offices and partners in Melbourne, Sydney, Adelaide, Perth, Brisbane, Geelong, Bathurst, Gold Coast and Sunshine Coast.

**We're exclusively owned and
operated in Australia, using
Australian data centres.**



Our Network

AUSTRALIA'S MOST PEERED NETWORK

Our highly redundant network aggregates with every Tier 1 carrier and features dual points of presence in Melbourne, Sydney, Brisbane and Perth.

A Seriously Connected Network. The most interconnected network in the Asia Pacific with 1,900 global peers. Direct links to global content providers means data takes the most efficient path to you get what you need, faster.

Carrier Diverse. We offer diverse, multi-carrier solutions with lower contention ratios and dedicated bandwidth, Australia-wide.

Enterprise Grade. Our infrastructure is hosted in NextDC and Equinix – Australia's premier, certified data centre providers.

Real Time Insights. Access utilisation graphs of your network in real time with our intuitive and user-friendly reporting tools.

Maximum Uptime. We monitor our core network for maximum uptime, providing your business with a network you can rely on.



How We Help

WE'RE HERE TO SUPPORT YOU

When you succeed, so do we. Here are the people and processes that enable your sales team to succeed.



DREW KENNEDY
Director



ALLAN PEARCE
Partner Sales Director



NICK KENNEDY
GM - Product & Technology



PROJECTS TEAM
Including Help Desk Support



PREMIUM SUPPORT
Available 24/7



ACCOUNTS & CREDIT TEAM
Commission Reconciliation

Proactive. Our Credit team manages debtors, delayed payments, credit reporting and suspensions via SMS, email, personal and automated reminder phone calls.

Effective. Proven effectiveness with a 99.8% rolling average collection rate.



SALES SUPPORT

Dedicated assistance

Training. Product, systems and process training.

Reporting. Financials, forecasting, reporting and business development.

Pre-sales. Support for proposal building, bill analysis, strategy and pricing.

Strategy. Growth strategies involving staffing, process, marketing and lead generation.



CUSTOMER SERVICE

Local teams based in Melbourne

Provisioning. Proactive management of product installations and changes.

Retention. Welcome calls, first bill calls, 6 month warm touch contact and emails.

Quality. Dedicated quality control team reviewing all paperwork and sampling phone call recordings.



TECHNICAL SUPPORT

Available 24/7

Expertise. Engineers and technical staff on hand to solve even the most complex issues.

Real time monitoring. Proactive monitoring of core networks, servers and data centres.

Solution design. IT design and integration including complex multisite MPLS networks, firewalls and cloud solutions.

Our Products

WITH END TO END SUPPORT



Data

NBN. Direct access to all 121 points of interconnect (POIs) across Australia.

SD WAN. Our Software-defined Wide Area Network is a virtual WAN architecture that allows businesses to securely connect users to applications.

Symmetrical Data. Enterprise grade data services from all major providers.

Fixed Wireless Ethernet. For remote locations or as backup connection - up to 100x faster than DSL.

MPLS Networks. Secure, private networks for multisite offices.



Cloud

Reliability. Latest cloud technologies ensuring lower upfront costs, reduced hardware maintenance and increased reliability.

Firewalls. Managed firewalls for the cloud era - from industry leaders Palo Alto and Barracuda.

Infrastructure as a Service. Flexible enterprise private cloud solutions, plus managed desktops and servers.



Voice

Cloud PBX. The next generation IP solution, replacing costly traditional PBX hardware.

Microsoft Teams. Proprietary collaboration app, providing phone system and voice, unified comms and chat features.

SIP Trunking. Modern phone system solutions via Internet and private data connections. Private SIP also



Mobile

Accessibility. Access to Australia's best network.

4G Wireless. Portable and on demand data accessible from anywhere, anytime.

Billing. Simple, easy to understand billing.

Value. International roaming and data inclusions provide compelling value for businesses.



Print

Managed Print. Fully managed print solutions via Kyocera, with tiered pricing. Maintenance and consumables included. Available for outright purchase or flexible rental.

Our Commitment to First Class

MARKET LEADING PHONE SYSTEMS

As part of our commitment to first class service we have partnered with NEC, Mitel and Yealink to ensure our customers get nothing but the best.



NEC's Univerge Blue Connect is a fully integrated unified communications and collaboration solution in one seamless and intuitive experience.

Allow your teams to work when they want and in the context they want to drive the outcomes you want.



Mitel Networks is the fastest growing global cloud communications provider, powering more than 2 billion connections every day.

That's why we support the Mitel 6900 series, an enterprise grade solution, designed for small and medium business.



Yealink is the world's second-largest SIP phone provider and a global leader in unified communications.

Like us, Yealink's core mission is to make collaboration easy and that's why we love the Yealink S series, designed for small and medium business.

Mobility

MARKET LEADING MOBILITY

Access market leading mobility solutions on Australia's best mobile network.

Give your valued clients the latest and greatest mobile phones and tablets from leading suppliers Apple, Samsung and more.

Our mobile offering is zero touch: once contracts are signed and submitted service activations are managed by our support team and all hardware is tracked and delivered nationally by StarTrack.

It's easy and pays generous trailing commissions.



**We use Salesforce.
It's our unfair advantage - and yours too.**



Our Brand

MAKING ICT EASY

Our brand has been built with one one goal in mind; making everything easy. We deliver products and services that are easy for our customers to buy and easy for our partners to sell. It's at the core of everything we do.

We have grown our brand assets to include our website, customer leave behinds and brochures, product guides, our customer proposal document, business cards, letterheads, pens, coffee mugs, notebooks and display banners. Additionally, we are always expanding our brand footprint, actively exploring new avenues for lead generation and new product offerings.

Our Go to Market



We make it easy
One provider, one point of
contact and one-click billing.



Premium business support
On shore technical, billing
and after hours support.



Our own network
A fast, resilient network
designed for business.



Affordable
Scalable solutions without
the big upfront costs.



Exclusively Australian
Exclusively owned and
operated in Australia.



Secure
We use state-of-the-art
Australian data centres.



Local experience
Decades of experience
helping local business.



A complete solution
Ubiquitous fixed and data,
as well as Optus mobility.

A Smarter Business Model

UPFRONT AND TRAILING REVENUES

Our business model gives you the best of both worlds; providing compelling upfront commissions for printers, phone systems and IT hardware (laptops, PC's, servers and routers), complemented by generous recurring commissions for our complete range of voice, data, cloud and managed IT solutions.



+



Generous upfront commissions

Receive upfront payments for print, phone systems and IT hardware sales.

Strong trailing revenues

Build a long term sustainable asset for your business with a trailing commission for network services sold.

To get started today,
call **1300 328 016**



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