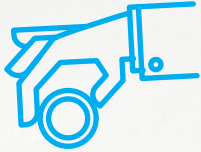


GROW YOUR BUSINESS WITH THE VOCUS BUSINESS PARTNER PROGRAM.

NINE REASONS TO PARTNER WITH VOCUS



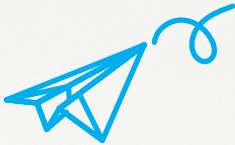
GENEROUS COMMISSIONS



NATIONAL BUSINESS PARTNER PROGRAM



DISCOUNTED ON-NET PRICING



CO-MARKETING ACTIVITIES



NATIONAL POST SALES SUPPORT



DEDICATED ACCOUNT MANAGERS



EXTENSIVE SALES & PRODUCT TRAINING



DEDICATED BILLING ACCOUNT REPRESENTATIVES



ACCESS PRE-SALES SOLUTION ARCHITECTS

WE ARE BUILT FOR BUSINESS.



DATA NETWORKS



INTERNET



CLOUD



DATA CENTRES



UNIFIED COMMS

- 21,000 km's of fibre optic network nationally
- 5,000+ on-net buildings
- 20,000+ near-net buildings
- 19 Data Centres owned and operated

VOCUS
communications

VOCUS DOES IT BETTER.

At Vocus, we work to redefine what's possible in telecommunications. Our goal is to challenge the way our competitors do business in Australia and New Zealand.

With more than 21,000 km's of fibre in the ground and more than 20,000 buildings available for near-net connection – with plans to continue growing – we make sophisticated, high-performance communications solutions more accessible than ever for business across Australia and New Zealand.

Our network experts are redefining what's possible in our industry every day. We make it easy for your customers to enjoy the best network solutions in the market, so they can stay focused on their core business.

Here are a few reasons we think you'll love working with us:

WE'VE SET OUT TO BE THE BEST FROM DAY ONE.

Most of our executives, management and support staff left other telcos to join the Vocus team. That means we know how business is done elsewhere, and we've decided to do it better at Vocus.

WE MAKE IT SIMPLE.

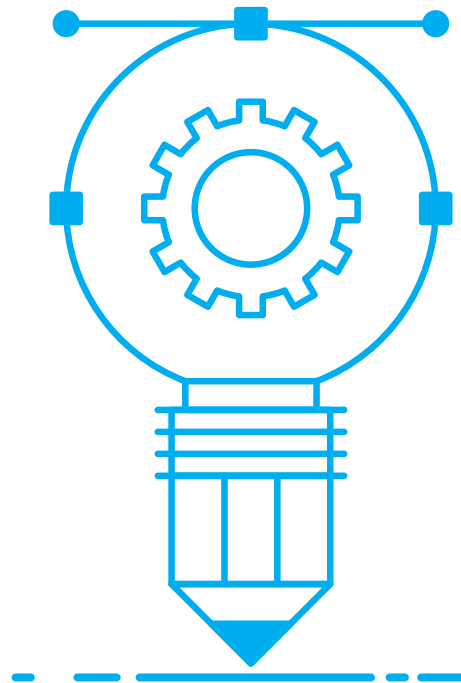
Networks are complicated enough. Why make it more difficult? From the way we do business to the flexibility of our network, we try to get you what you need in the most straightforward way we can.

WE'RE LOCAL.

We have a truly Trans-Tasman network built with your geography in mind, with regional connectivity extending to Hong Kong, Singapore and the US. With local account managers, local engineers and our onshore Network Operations Centre (NOC), our people are always nearby.

WE'RE BUILDING A NETWORK FOR TOMORROW.

We're constantly expanding our state-of-the-art fibre networks, designed within the past decade for the technology needs of the next one.



WE'RE MASTERS OF OUR CRAFT.

Our team sticks to what we know best and what we are great at. We don't try to be all things to all people. Instead, we devote our energy to delivering the very best network solutions we can.

WE ARE THE NEW CHALLENGER IN ANZ.

In network terms, we're now almost as big as the industry incumbents—you know who we're talking about. And we're well on our way to becoming the second biggest business telco in Australia.

WE'RE A SMART INVESTMENT.

And that's largely due to the investments we make in our own network. We don't skimp on the features—such as DDoS protection, path redundancy or peering—that bring lasting value and peace of mind to our customers.

OUR BUSINESS PARTNER PROGRAM.

The Vocus partner program is designed to create and foster a profitable, long term and mutually beneficial relationship between Vocus and its partners.

Whether you deliver products, services or complete solutions, we are confident you'll find that our program and the people who stand behind it demonstrate our commitment to the ongoing success of your business and customer satisfaction.

It's our goal to help our partners develop their business through excellent support and access to a comprehensive range of reliable and cost effective telecommunications products.

As a Vocus Business Partner you will have access to a team of Vocus Account Managers, Sales Experts, and Pre-sales Solution Architects who will work with you to provide ideal solutions for your customers.

PROGRAM BENEFITS

COMPETITIVE PRICING

Gain access to preferential pricing across the Vocus on-net fibre network and Vocus owned and operated Data Centres.

PRODUCT FLEXIBILITY

As a Vocus Business Partner we offer you the flexibility to choose the Vocus products you wish to offer your customers in a non-exclusive partnership, so you have the freedom to integrate Vocus product offerings into your existing product portfolio.

As a single solution provider, our products have been designed to work seamlessly together, so that you have the ability to pair a number of products together with your existing portfolio to create holistic ICT solutions for your customers with the freedom and flexibility you need to offer your customers' industry leading solutions.

MARKETING SUPPORT

Running year-round, Vocus invests in marketing campaigns that drive demand for Vocus Solutions. Business Partners also have the opportunity to participate in regular sales incentive programs where you can earn valuable prizes and rewards.

PREMIUM PARTNER PROGRAM

Vocus's Premium Partner Data Network program consists of three tiers; Silver, Gold, and Platinum. Our partner tiers have achievable qualification sales thresholds and reward our partners with a range of benefits including:

- Discounted Vocus products
- Marketing co-funding and support
- Invitation to Vocus sales events
- Priority invitation to Vocus hospitality events

PRODUCT AND SERVICE TRAINING

Throughout the year, we run a series of product training sessions for Vocus partners. These sessions take the form of sales focused, technical focused and induction sessions for partners. These sessions provide partners with the latest information surrounding Vocus services, effective sales strategies and detailed solution architecture information.

VOCUSONE PORTAL

VocusOne holds all your key account and service information in one easy to access location. The portal also gives you the ability to generate instant cost estimates for new services and also check site addresses to see what services are available to you.

SALES SUPPORT

The Vocus Business Program offers a comprehensive set of sales tools and resources to support you at every step of the sales cycle. Local Account Managers and Pre-Sales Engineers work with you to design network solutions and attend customer meetings.

TECHNICAL SUPPORT

Vocus Business Partners have access to our Network Operations Centre, along with direct access to Vocus's Engineers and Network Specialists.

THE RIGHT PROGRAM TIER FOR YOUR NEEDS.

PROGRAM BENEFITS	BRONZE	SILVER	GOLD	PLATINUM
SALES SUPPORT				
Once off referral payments	•			
Primary relationship with client		•	•	•
Trailing commissions		•	•	•
Access to discounted Vocus products		•	•	•
Access to Vocus Pre-sales support		•	•	•
Account Management support		•	•	•
Dedicated Account Management		•	•	•
Account Management available for joint presentations		•	•	•
Account Management to assist in joint business development		•	•	•
Maximum commissions				•
MARKETING SUPPORT				
Co-branded marketing program		•	•	•
Usage of the partner logo		•	•	•
Participate in incentive programs		•	•	•
Access full Vocus product suite	•	•	•	•
Access and usage of marketing collateral		•	•	•
Access to marketing funds			•	•
PRODUCT EDUCATION				
Access to product training		•	•	•
Access to training material		•	•	•
ACCOUNTS SUPPORT				
Customer credit checks		•	•	•
Direct customer billing services		•	•	•
EVENTS				
Invites to corporate events		•	•	•
Invites to premier entertainment events			•	•
Invitation to Vocus annual party			•	•
Quarterly C-level roundtable event				•

**CALL 1300 88 99 88
OR VISIT VOCUS.COM.AU**



WE ARE BUILT FOR BUSINESS.

Across the Vocus Intelligent Network, we offer truly integrated and industry leading end-to-end ICT solutions. Our range of products and services span:



DARK FIBRE

With our Dark Fibre, your customers don't have to settle for an already defined set of transmission technologies or lock-in their data transfer speeds ahead of time. Instead, they're guaranteed a fully dedicated pair of optical fibres that they manage themselves—with any technology they choose—that can respond faster to the fluctuating demands.



INTERNET

With over 5000 on-net buildings already connected to the Vocus network and extremely competitive pricing, offering Vocus Internet to your customers just makes sense. And to make things easier, we've got another 20,000 plus buildings classified as 'near-net', this means there is little to no build costs to get them connected. As for our product? We've got more availability on our global network than your customers will ever need.



DATA CENTRES

Throughout our 19 sites across Australia and New Zealand we offer advanced levels of security, resilience and operational expertise. With complex power management, security and cloud capabilities, Vocus data centre services enable your customers to solve business problems, without breaking the budget.



CLOUD CONNECT

With Vocus Cloud Connect, you control your private link—delivered over the Vocus national Ethernet network—to AWS, Azure and other cloud providers, allowing you to scale the bandwidth when you need to or simply set and forget.



ETHERNET

Whether your customers want to connect securely to their core sites across Australia or need speedy access to other sites around the globe, Vocus Metro, National and International Ethernet services offer great advantages for ANZ businesses. Vocus Ethernet services are engineered to meet carrier-grade standards and are suitable for anyone who demands the highest quality and performance—from other telcos and ISPs to our more technology-dependent corporate customers.



IP WAN

Our flexible managed and self-managed IP WAN options empower your customers to bring their people together the way they want. For example, their business may want to share files between several offices and staff, have regular, reliable video conferencing, or connect to a SIP Trunks-enabled phone system. With Vocus, their data stays on our MPLS-enabled network and does not touch the public Internet—ensuring both the security and privacy of information.



IP TEL

Vocus IP Tel, powered by BroadSoft, gives access to a comprehensive suite of advanced telephony and integration features, including the latest Unified Communication functions such as Instant Messaging, Presence, email and browser integration options. Vocus IP Tel is designed to help your customers consolidate connections, reduce costs and resources and provide next generation telephony technology.



SIP TRUNKS

Since they came on the market, SIP Trunks have offered an affordable, flexible way to bundle voice and data consumption across businesses. Now, with the unmatched reliability and national reach of the Vocus network, our customers can enjoy the same clear and seamless call experience they always had across traditional ISDN.

BECOMING A VOCUS BUSINESS PARTNER.

Vocus seeks partners who are committed to bringing well engineered and supported network solutions to market. To enjoy the full benefits of the Vocus Business Program, you must become an Authorised Business Partner by meeting the following requirements:

- Agree to our Business Partner Agreement
- Undergo a credit check
- Work with us to set minimum annual revenue commitments
- Skill-up with our comprehensive product training
- Be passionate about providing your customers fantastic products!

CONTACT US TODAY.

For more information on partnering with Vocus, complete the enquiry form located on our web site at vocus.com.au or call us on 1300 88 99 88 and speak to a Vocus Partner Account Manager.



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OR VISIT VOCUS.COM.AU

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