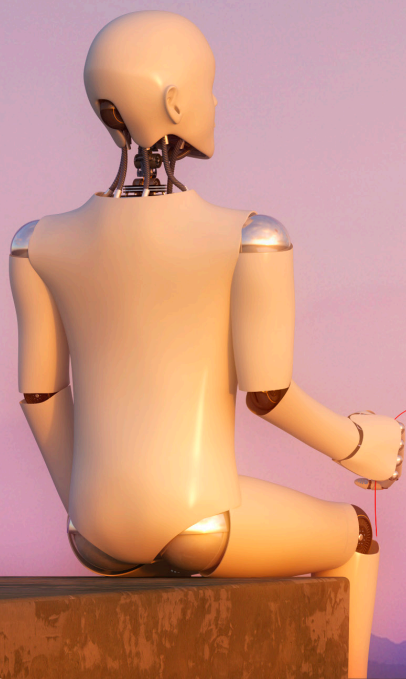


# Together, we'll do wonders.

We believe technology has the power to do wonders.

And with the right partner you can achieve  
amazing things for your business.



# Our business is your business



## **Breadth & depth of solutions**

Should a customer have a business opportunity or challenge, we have the product or service to help. Our solutions span Applications and Managed Services, Mobility, Cloud, Data and IP, Unified Communications and Security.



## **Access world class technology**

Along with our physical network, you can take advantage of our global network, where we bring together our world class partners to offer a range of product offerings and combined solutions.



## **Partner engagement program**

Take part in our Partner Engagement Workshops where you and our direct sales teams share customers' business challenges. Work together on how those challenges can be met using a combination of Telstra's technology solutions, your capabilities and third-party offerings.



## **Lean on our network – and our reputation**

You don't need to be the biggest firm to take on the biggest projects. Lean on the reliability of our mobile network, our long-standing reputation and global alliance relationships to help deliver transformative solutions to our customers. And with our growing partner network in the US and Asia, and strong presence in Europe, we can help you achieve your ambitions.



## **Connect with our community**

Build relationships with our customers and other Telstra partners. You'll take part in events – like Telstra Vantage™, workshops, forums and training.



## **Access more opportunities**

If there's something that Telstra can offer you much more of than any other channel program, it's our direct sales force. When our sales teams spot an opportunity that calls for a brilliant partner, they engage with our Partner Management team to find the perfect match. Which means while you're hard at work for us, we're hard at work for you.



## **Telstra Partner Central**

An online platform that helps you access and manage opportunities with our sales teams, in real-time.



## **Expand your technical expertise and access a Telstra partner badge**

Become an accredited partner with our Accreditation Program, based around four pillars – mobility, collaboration, cloud and data/MNS – to expand your technical expertise and better serve your customers. All partners with Platinum, Gold, Silver or Telstra accreditation status are given a Telstra Partner badge and brand assets.

**Register your interest in the  
Telstra Channel Partner program here:**

[telstra.com.au/channelpartners](https://telstra.com.au/channelpartners)

