



Partner Pack

Pack **Contents**



About Us



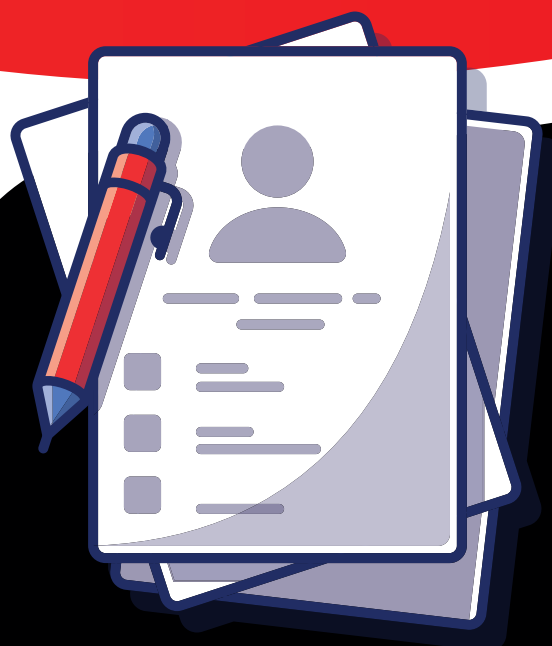
Mobile Resellers



VoIP Resellers



Testimonials



1

Who Are YCM?



YCM is a leading UK telecoms supplier to the channel, helping IT resellers uncover a new strong revenue stream from their existing and new customers. We do this by supplying quality and affordable telecom solutions from SME, all the way up to Enterprise businesses across the UK.

We specialise in VOIP, Networking, data, system services and mobile solutions.

With a relationship network, featuring some of the world's leading innovators in the telecoms industry, we are able to design a product set that is reliable, cost-effective, flexible, and tailored to your specific needs, rather than trying to fit our solution around the customer.



2

What Makes Us Unique

With a relationship network, featuring some of the world's leading innovators in the telecoms industry, we are able to design a product set that is reliable, cost-effective, flexible, and tailored to your specific needs, rather than trying to fit our solution around the customer.

We have a partnership programme without any commitment. Happy to accept leads as/when you come across them and your revenue from previous deals is guaranteed.

You can have as much or as little involvement in the opportunities as you want. We don't expect you to do the selling and will do all the discovery, proposal and after sales support.

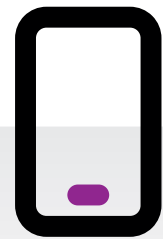
We can white label the billing to include your logo and contact details.

YCM works with all the major networks in the UK, giving your customer a complete unbiased view to the best deals in the marketplace. Working and partnering with all the top phone vendors delivering the most competitive offline price in the UK.

1

What's in it for you?

- Profitability growth
- Business opportunity that drives and boosts margin
- Perpetual monthly commission for the length of your customer's stay with us



What's in it for them?

2

- Access to the best deals in the market
- Up to 60% saving off their current mobile spend with better support
- Transparent billing so your customer knows exactly what they are paying for and why



Did you know?

As an example we can provide an iPhone XR free of charge on a contract at £39 per month plus VAT

On average each mobile connection generates a margin of £288 over the course of the contract. We would split this margin with you

A referral for 10 handsets would on average generate £1440 for you

You are probably already supporting your end users mobile fleet. This turns that support into an additional revenue stream



As one of the UK's leading VOIP providers, we provide business telephone systems for companies of all sizes. From smaller business start-ups to some of the largest bluechip corporates from around the world, we have the in-house experience and expertise to assemble you a solution that will meet your exact requirements.

1

What's in it for you?



- Full access to trained and accredited engineers
- Free training and accreditation for your engineers
- Access to one of the best partner programmes in the telecoms industry
- Revenue stream for your engineers from doing site

What's in it for them?

2

- Unified communication made easy
- The best licensing model in the industry
- All inclusive with no hidden costs



Did you know?



- The average margin for each deskphone is **£385**
- We split this margin with you and it is paid upfront
- A 10 deskphone deal would on average pay you **£1925**

Our Client Testimonials



YCG Manage our fleet of 100 mobile devices on the

Vodafone Network. We have found YCM very proactive, offering us excellent help and technical support. Furthermore they have always worked to reduce our cost by reviewing our usage on a regular basis and keep us abreast of any new developments and products. Their service is truly exemplar and I wouldn't hesitate to recommend them to anyone who is reviewing their mobile requirements.



FD, Devoteam UK Ltd, London
Shimant Shah



Working with YCG and setting up services with them has been a smooth consistent process. As a company to collaborate with I can highly recommend them any time. They have patience, endurance, consistency and valour. We have setup our broadband with them, through a long and complicated process and the outcome has been great. We are also looking to procure more services from them in the future. Anyone we have spoken to on the phone are exemplary. Real people, solid, sound, and a real pleasant experience all around. Without a shadow of a doubt use their services. I can be contracted anyu time to confirm this.

Galldris Construction LTD
Hugh Gallagher



I've worked with the team at YCG on several occasions, and feel very safe in his hands. All the team know what they are doing, are very helpful and extremely patient. YCG is a great mobile and telephony company to have as your provider for any size business.

Network support Services
Reuvewn Kremer



I have to say as a new partner of YCG how easy you have been to deal with. The telecoms market is full of red tape, some is necessary but a pragmatic approach to a situation helps customer service tremendously

Help Desq
Chris Ball





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