

Partner with Hosted Network

10 reasons why it'll be the best thing for your business since wifi.

Who are we?

Hosted Network is a **wholesale cloud and telecommunications provider**. We, the people of Hosted Network, are a bunch of friendly tech-heads who went from being an MSP to helping MSPs.

We made a pretty bold claim in that subtitle. **Here are the 10 points to back it up.**

01.

Takes one to know one. (An MSP that is)

Nobody understands the unique challenges MSPs face better than, well, MSPs. We started out as an MSP, so we've been where you are. We've faced the same difficulties, needed the same services, and learned the same lessons.

We get it. That's why we're uniquely able to help you position yourself and sell your services. Plus, we have a thriving ecosystem of partners (and suppliers, vendors, alliance partners and more) for you to leverage. Need help? Chances are, someone in our network has already faced the same challenge and come up with a solution.



02.

We're not scared of intimacy.

We never want to be a giant company where you're just another number. Working with Hosted Network, you'll have a dedicated (human) Account Manager who knows you and your business inside out.

As Account Managers and Solution Engineers, we're not here to sell to you. We're here to help come up with the best solutions for your problems. Need help? Call us. Need help co-selling a deal? No problem. Want to pull us into a meeting? We'll make you look like a legend.

03.

Your wins are our wins.

Let's be real. If you're not doing well, we won't be doing well either. That's why we're committed to making sure you have the tools and training you need to succeed. From enablement to training, we're your mentors, trainers, and cheerleaders.





04.

We are the house that tech built.

Our partners are great at what they do, but they don't specialise in the same things we do (which is why it makes so much sense to team up). We adore technology and get a lot of satisfaction out of finding the best enterprise solutions in the market for you. We take care of the complexity around technology to accelerate your speed to market and revenue.

05.

We don't enforce sales targets on you.

We don't do sales targets. Nor do we do registration fees or minimum spends. All that financial pressure shifts the focus away from the more important (and more fun) stuff. Relationships are important to us, and healthy relationships aren't built on control, pressure, or one-sided gain. If you focus on nurturing supportive relationships, revenue will come for us all!

06.

We're *alllll* channel baby.

We don't bill end customers. We bill you. Which means there's no risk of us taking your customers. Doing it like this means we keep our attention on helping you grow your business by staying focused and highly technical.

07.

We keep it local.

Everything we do is safe and local - we don't send anything overseas. Since we're all here, you can rely on us to answer the phone when you call. We understand that for your business, a million dollar relationship might be relying on your internet connection, and we want to make sure that any issues you run into are resolved ASAP. When we look at our services, we don't just see what we do. We see all the potential impacts of what we do on your business.

08.

We love communicating.

Being in the tech industry, we all know that sometimes (sh)IT breaks. (See what we did there?) We believe that communication and transparency are key. If something goes wrong, we'll tell you straight away, so you can have accurate and useful information to pass along to your clients. We also love feedback so much that our partner program is driven by it. Tell us what is and isn't working and how we can make things more convenient for you. Be it developing all new tools, allowing you to order things a certain way, or simply letting you choose between email, a phone call, or carrier pigeon.



Sound good?

Contact our Channel Manager, Meryl, on 1300 781 148 or email sales@hostednetwork.com.au



09.

Less pitch, more community.

We believe in growing business through Partnership, not competition. We've got a close, welcoming community of MSPs, and we love connecting you with each other. Need feet on the ground interstate? We can put you in touch with a like-minded Partner who can help. We also host events that are fun as well as valuable. We'll skip the product pitch and focus on giving you useful information and tools.

10.

We prepare you for the ever-changing landscape.

There's a difference between surviving and thriving. Technology doesn't stand still, and neither does your business - so neither do we. We're always looking at new ways to deliver recurring revenue streams, and new services to make your MSP more profitable. In fact, we're so committed to building new tools to make your life easier that our second largest team is our development team.

You pardoned our earlier pun, so now we hope you'll pardon a cliché. We're an extension of your team. If you have a quick question, you can call us. If there's something that'll make your life easier- let us know, we're always here to help where we can.