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Our Portfolio

Empowering our Partners with cutting-edge technology

# Solutionize with EXPO.e

As part of the **EXPO.e** Channel community, we can help elevate your business by combining our expertise, experience, and evolving portfolio with your own, opening the door to new service innovations and margin-rich new revenue streams.

### Why EXPO.e

We’re a UK pioneer in Cloud, Connectivity, Unified Communications, and Cyber Security, with more than twenty years’ experience enabling other organisations to grow, innovate, and drive positive change. Here’s what we can do for you.

### 01

**Grow your portfolio**

Combine our services with your own, **including multiple solutions not available anywhere else.**

### 02

**Enjoy platinum-level support**

From off-the-shelf solutions to sophisticated bespoke ones, you’ll enjoy the **highest standard of support.**

### 03

**Accelerate your business growth**

**Military-grade solutions** – resilient, low-latency, and highly secure – to achieve your goals faster.

### 04

**Maximise your uptime**

Our **enterprise-class** network ensures your customers can always access your services, wherever and whenever they are needed.

### 06

**20 years of excellence in the Channel**

Partnering with **EXPO.e** you benefit from both our technical capabilities, and our deep experience as a solution enabler across the Channel.

### 05

**Utilise our governance**

Stop saying ‘no’ to your ideal projects and retain business with the public sector through our accreditations, certifications, and frameworks.

**Collaboration, consultation, and community**

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We cultivate partnerships built on collaboration and consultation, that empower our Channel community to bring tomorrow’s innovations to life today, even for contracts they’d have previously been unable to fulfil.

Whatever the size of your organisation, the sector you operate in, and your ideal customers, we are here to help you achieve your full potential - not only bringing your products and solutions to market, but helping you transform interested prospects into longstanding, repeat customers.

**Drive business growth with our portfolio of innovative products**

|  |  |  |
| --- | --- | --- |
| **Connectivity**  From layer 2 ethernet to a full stack of SD-WAN solutions - offer your customers the connectivity that will get them on the fast-track. | **Cloud Services**  Your customers’ Cloud is only as good as their Network - with EXPO.e, you get the best of both. | **UCC & CC**  Help your customers cut costs, boost efficiency, and enable smarter working with a comprehensive suite of UCC and CC solutions. |
| **Data Centre Services**  Highly secure hosting solutions at world-class data centres, sustainability never comes at the expense of performance and reliability. | **Cyber Security**  An evolving cyber security ecosystem,  so your customers can rest easy that their critical data will remain secure… always. | **Managed Services**  Ease the burden on your customers’  own IT teams by leveraging EXPO.e’s expert teams’ skills and experience. |

**Our toolbox is your toolbox**

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**Our resources are your resources**

**A diagram of a business diagram

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**Exceptional service quality is part of our DNA**

Exceptional service quality is part of our DNA and has been for more than twenty years. That’s why we display our industry-leading Net Promoter Score (NPS) live on our website.

We don’t do tiers of service. Whether you are a [**Carrier**](https://pp.expo-e.uk/become-a-carrier-partner), [**Reseller**](https://pp.expo-e.uk/become-a-reseller-partner), or [**Referral Partner**](https://pp.expo-e.uk/become-a-referral-partner), you are automatically a Platinum Partner.

**Margin**

* Move from 10% to 40% margins by expanding your solution offering and adding more value
* Maximise profits by delivering better business outcomes for your customers
* Increase retention by helping customers overcome more challenges

**Enable**

* Make it easy to do business with EXPO.e
* Deliver a consistent strategy enabling you and your teams to grow pipeline and win new business
* Listen to you and understand what we need to do to make your teams successful

**Deliver**

* Direct dial contacts to our provisioning coordinators, with escalation points up to our Director of Service Delivery
* Weekly order trackers/provisioning calls
* Coming soon – live Partner dashboards
* Executive-level relationships with all last-mile providers

**Support**

* Fault, Find & Fix: 24/7/365 UK support with 1st, 2nd & 3rd line engineers
* 24/7 proactive monitoring, reporting back to you about customer service outages
* ITIL trained and ISO20000 compliant so you can be rest assured that you and your customers are in safe hands

**This is what good looks like**

Anyone can deliver technology, but it's people that really make the difference. That's the difference between a service provider and a partner, and that's what we've enjoyed throughout our relationship with EXPO.e.

**Terry Faria**

Telecommunications Manager, Quiss Technology.



It's the shared values that have really been the foundation of our relationship with EXPO.e, as well as their willingness to do things a bit differently.

**Robb Thaw**

Product Marketing Manager, Natilik.



We’ve increased individual client revenue **FIVE FOLD** by adding EXPO.e’s Cloud services to our portfolio.

**Stephen Harte**

Head of Technology, Opus Technology.

