

Telia Carrier

PARTNER PROGRAM

End-to-end quality

Worldwide reach

Future-proof

When connectivity is critical to your customers, you need end-to-end quality. And for that you need end-to-end control. That's where we come in.

Give your customers the quality they will expect

When you need to connect customers to hybrid or public clouds, it pays to think beyond today. What will your customers expect tomorrow?

By combining your specialist capabilities with the power and scale of our backbone, you can deliver competitive solutions built on end-to-end quality

We don't diversify into the niche requirements of enterprise segment. Our focus is connectivity.

One of the world's largest fiber backbones

We own and operate a global fiber backbone. It connects 200 PoPs across North America, Europe, Asia and the Middle East.

As well as being one of the largest, it is also the world's most technically advanced.

We have invested in the infrastructure and technology to become the first carrier to be 100G enabled in both North America and Europe.

We were the first to carry a terabit transmission and are leading the way towards commercially available terabit super channels.

Future-proof flexibility

Because we keep investing in our backbone, your customers won't be stranded with old technology – and neither will you. It also means you will always have the scalability to meet ever-increasing demands. Because we can't predict the future, but we can be ready.



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A partner not a competitor

We will assign you a dedicated account manager who will get to know you and what you do. Your account manager will sell with you – not against you. They will work with you to win new customers and develop connectivity solutions that meet your customers' highest demands. They will also provide fast turnaround on quotations and a single point of contact to make sure you and your customers are happy.

Committed to your success

As an important link in our value chain, we will do all we can to ensure your success.

We invest in our partners and provide strategic marketing funds for co-branded marketing activities. We also provide sales and product training so your staff can sell with confidence.

Complement your strengths

You know where you can best add value. We can provide solutions which fit into your service portfolio and support different stages of your value chain: from basic fiber to a global advanced customer network. Together, we are unbeatable.

White label – or purple

Some customers just want simplicity: a single point of accountability and knowing it's going to work. When that's the case, you can white label our services and sell them with confidence.

For other customers, reputation matters most. Proven performance is needed to even open a negotiation. In those cases, you can benefit from having our name behind you.

As one of the world's leading connectivity providers, we have the proven performance that these customers want to see. When this is the case, put both of our names on your solution and benefit from our reputation.

On call 3600/24/7

If you ever need help, the last thing you want is a callback. That's why we put problem solvers in the front line of customer care: technically trained and qualified network specialists who are ready to help. In over 80% of cases, they are able to solve the problem without escalation.

Incentives

Because your success is our success, we provide an incentive program that rewards growth and continuity. You can tailor these rewards to suit your company and business model.



TALK TO US

Got a question about connectivity?
What we can do for your customers?
What we can do for you?

Talk to us.

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