

A close-up photograph of two people in business suits shaking hands. The background is blurred, showing what appears to be a meeting room with a table and papers. The overall color palette is dominated by shades of blue and teal.

LIQUID
TELECOM | PARTNER
PROGRAMME

Building Africa's
digital future together

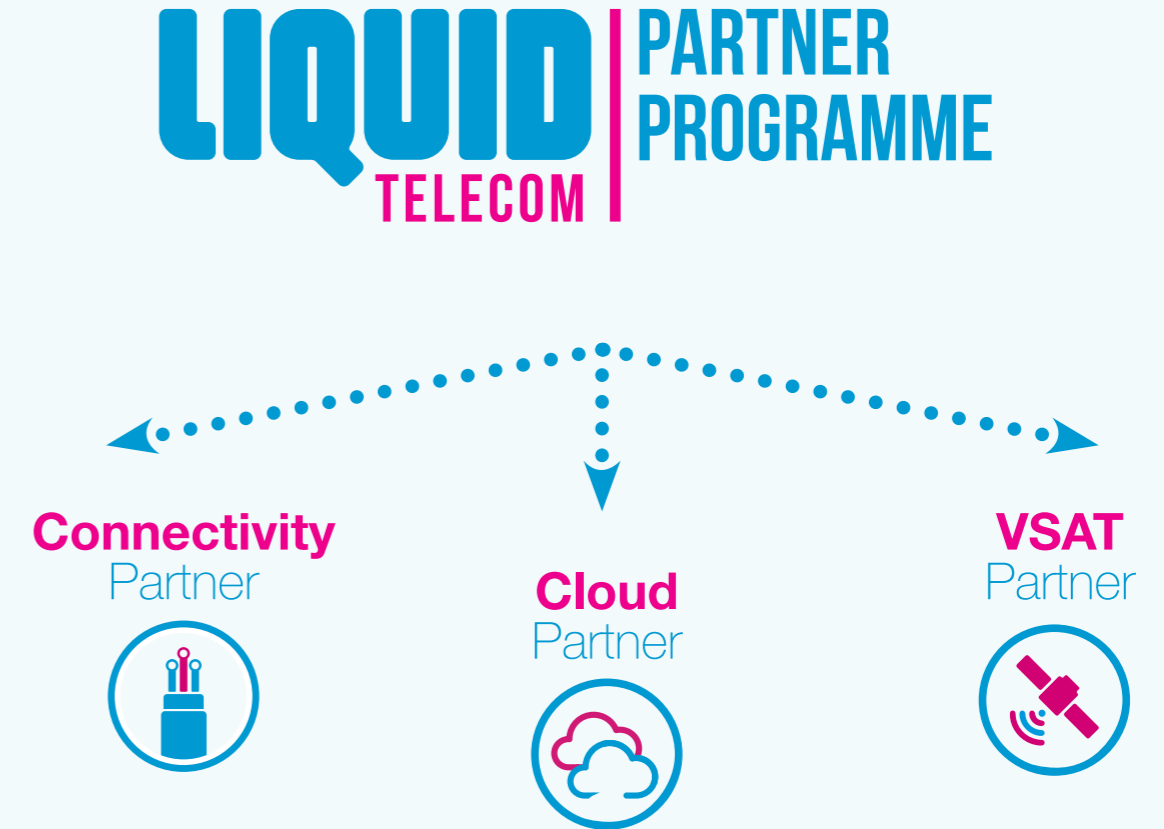
Introducing the Liquid Telecom Partner Programme

At Liquid Telecom, we recognise the value that reseller partners bring to our business.

That's why our partnership programme is about much more than just doing business together – it is about creating a longstanding and mutually rewarding relationship.

From helping our partners develop in-house expertise to providing them with the right tools they need to drive sales, the Liquid Telecom Partner Programme allows you to effectively deliver a range of next-generation solutions to your customers.

Find out how we can help your business distribute and install cloud, connectivity and VSAT services across Africa.



Why join the Liquid Telecom Partner programme?

There are endless reasons to become a Liquid Telecom reseller partner.

There are a range of partnership options to choose from – each offering unique and exclusive discounts and incentives.

Platinum partner

For our largest and most longstanding reseller partners...

Benefits include:

- Full sales training
- Full marketing and branding support
- Specialised and bespoke events

Gold partner

For our partners looking to take reselling to the next level...

Benefits include:

- Full sales training
- Co-branded activates, including product launches
- Branding support

Silver partner

A great introductory package for our smaller reseller partners...

Benefits include:

- Sales training
- Branding support

All our partners benefit from our team of experts and certified support engineers – who are always on-hand to help you provide support to your customers.



Be a part of **Africa's Cloud**

Join our Cloud Partner Programme (CPP) and have secure and seamless access to Africa's Cloud.

Your customers can no longer afford to miss out on the huge opportunities being presented by cloud-based services, which are transforming IT strategies and business models worldwide.

By partnering with Liquid Telecom, you can offer your customers:

Flexibility: Liquid Telecom's elastic cloud model enables your customers to scale quickly and on-demand.

Reliability: Liquid Telecom provides direct connectivity to the cloud on our highly resilient, meshed network.

Security: Liquid Telecom's secure network and dedicated connections to the cloud ensure your data is always protected.



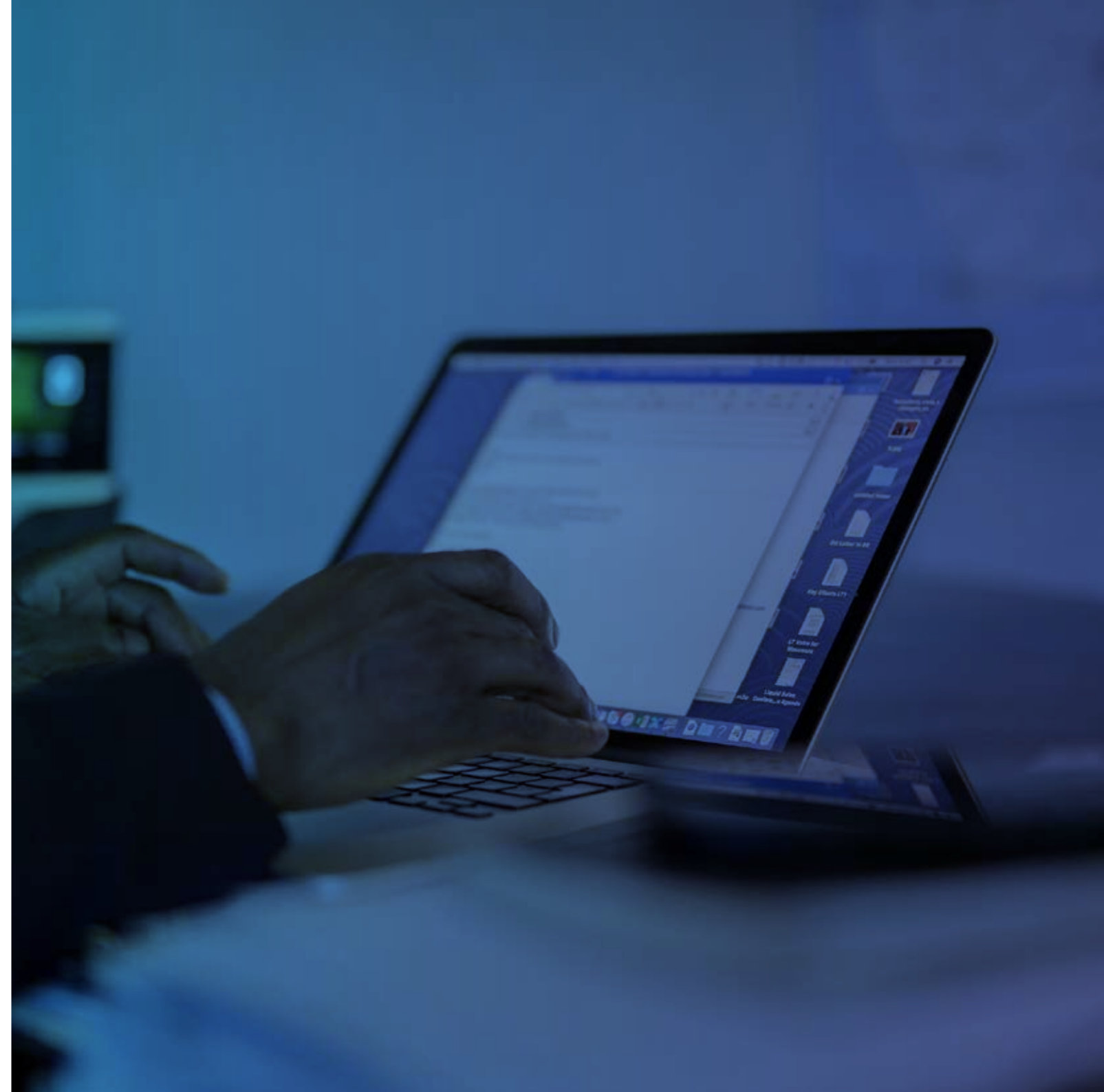
Join Liquid Telecom's Cloud **Partner Programme**

Liquid Telecom can provide your business with the tools and platform it needs to compete in Africa's digital future

Build a profitable cloud business in Africa through Liquid Telecom's Cloud Partner Programme. Benefits include:

- Exclusive reseller discounts
- Dedicated account managers
- Dedicated solution architects
- In-country monthly billing

Our partner programme is all about flexibility, scalability and simplicity. Whether you are new to leading cloud platforms and services, such as Microsoft Office 365, or looking to switch providers, we provide the right cloud solutions for your business – so you can focus on delivering them to your customers.



Liquid Marketplace: **Your portal to Africa's Cloud**

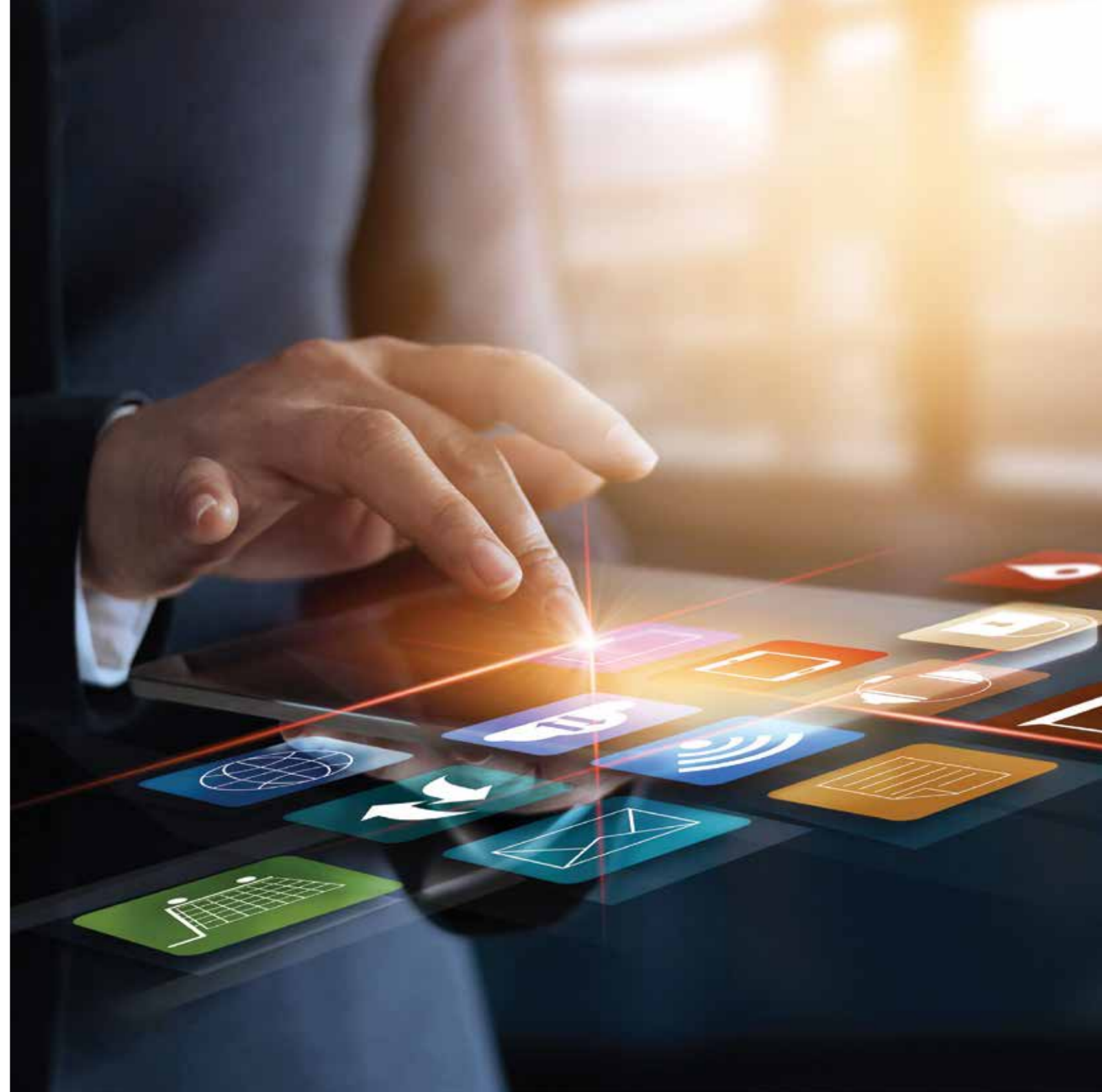
Where can your customers easily access all the applications, tools and software they need, directly from Africa's Cloud?

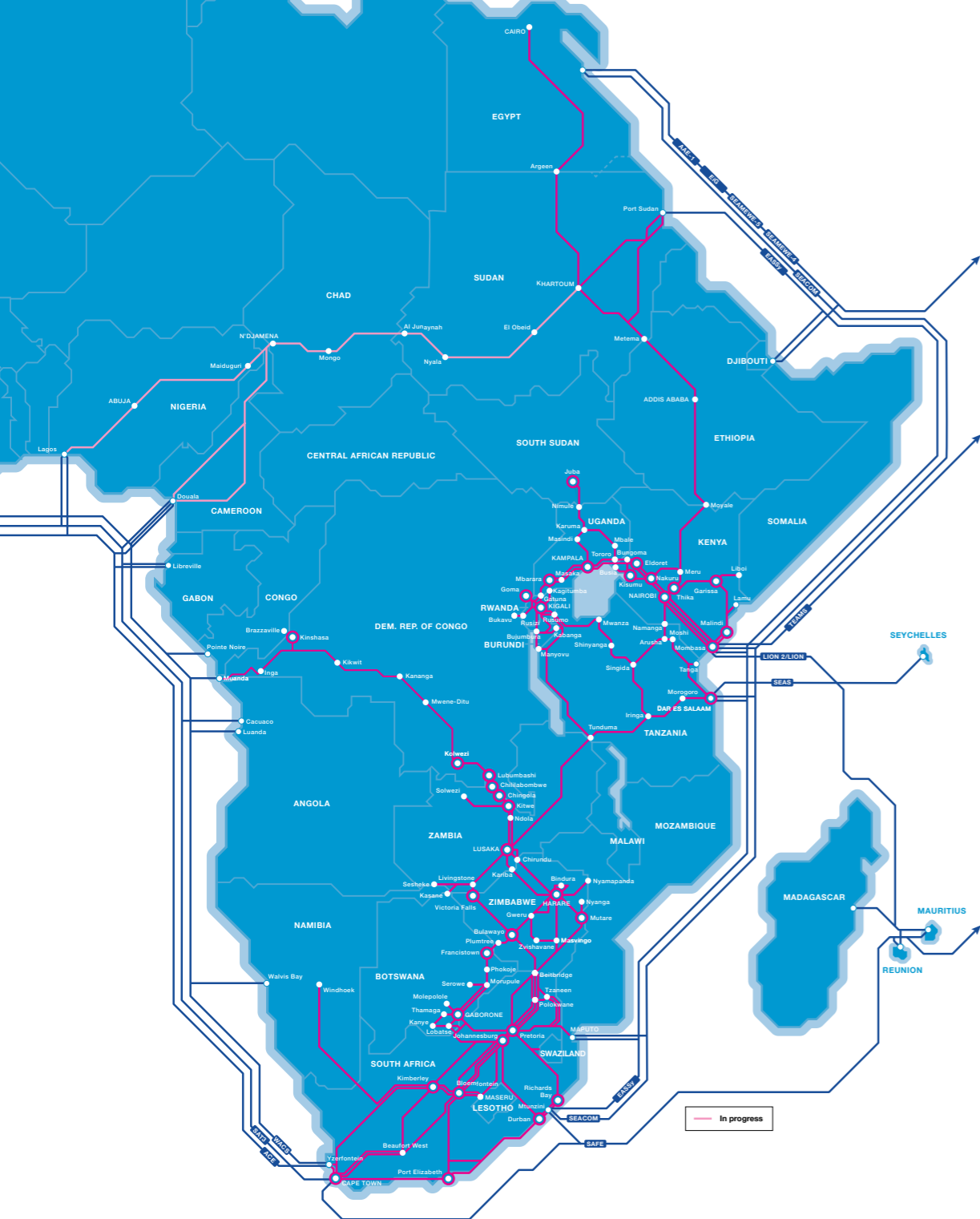
Welcome to Liquid Marketplace.

Liquid Marketplace provides secure and quick access to the global cloud ecosystem, with local know-how and expertise.

Our portal is available to our partners, enabling your business to upsell, cross-sell and bundle cloud services with our secure and easy to manage SaaS platform.

Your business can start selling a wide range of cloud services within minutes, enabling you to grow revenue with existing customers and attract new ones.





Connect to Africa's largest independent fibre network

Join the Liquid Telecom Connectivity Partner Programme for access to our awarding winning pan-African fibre network.

Leveraging almost 70,000km of fibre, Liquid Telecom's network is enabling partners to grow their business and drive sells – all the way from Cape Town to Cairo.

By being a part of the Liquid Connectivity Partner Programme, you not only have access to the largest independent fibre network on the continent, but we also provide you with all the tools you need to support your customers.

We offer a range of white-label products to best suit your business model – matched with our expertise in delivering seamless local or regional connectivity.

Managing all your connectivity needs

We offer access to a single network like no other in Africa.

For our resellers, this means:

- We can manage all your local, cross border and international connectivity needs, enabling us to offer some of the most simple and competitive pricing on the continent.
- Our comprehensive Service Level Agreements (SLAs) are amongst the highest in the region and are a measure of our belief in the quality of our network and services.
- Our Network Operation Centres (NOCs) and technical support are on-hand 24/7/365 to quickly and efficiently resolve any incidents and problems on the network or help you resolve any service issues.
- Through our selection of trusted partners, we can also look after all your onwards connectivity needs – enabling us to reach anywhere on the globe.

Let us worry about all your connectivity needs in Africa and beyond so you don't have to.





Become our **VSAT partner**

We have a wealth of experience in bringing the latest satellite technologies and innovations to Africa.

Find out how our range of satellite services is delivering some of the fastest internet speeds to customers anywhere on the continent.

VSAT Broadband

Liquid Telecom's award-winning VSAT Broadband service is providing customers with fast and reliable internet access - even in the most remote corners of the region. From individual customers and SMEs through to the largest Blue-Chip partners, our team can help connect you or your business today.

Teleport

Liquid Telecom's state-of-the-art teleport infrastructure provides you with secure, robust and resilient access to both our award-winning satellite and fibre

networks. With fully climate controlled colocation, proactive monitoring onsite and transmission in the C, Ku and Ka bands by dual-feed, fully redundant infrastructure, our teleport services enable you to focus on your business while we take care of the critical infrastructure.

Media & Broadcast

Satellite technology plays a crucial role in broadcasting services all over the world. From FTA to DTH through to fully managed services and colocation, Liquid Telecom has the service levels and expertise to meet your growing broadcasting demands in Africa. We can provide for every element of your broadcasting needs - from single channel encoding or contribution to multi-channel statistical-multiplexing through to transmission and satellite uplink/capacity.

About Liquid Telecom

Liquid Telecom is a leading communications solutions provider across 13 countries primarily in Eastern, Central and Southern Africa that serves mobile operators, carriers, enterprise, media and content companies and retail customers with high-speed, reliable connectivity, hosting and co-location and digital services.

It has built Africa's largest independent fibre network, approaching 70,000km, and operates state-of-the-art data centres in Johannesburg, Cape Town and Nairobi, with a combined potential 19,000 square metres of rack space and 80 MW of power.

This is in addition to offering leading cloud-based services, such as Microsoft Office365, Microsoft Azure and innovative digital content provision including Netflix and Kwesé TV across our fibre footprint. Through this combined offering Liquid Telecom is enhancing customers experience on their digital journey.



Liquid Telecom is here.



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