



DRIVE REVENUE AND BOOST CUSTOMER VALUE WITH THE MARTELLO PARTNER NETWORK

The go-to-market strategies, exclusive resources, and leading technology providers you need to implement new services for your corporate clients.

As a Managed Services Provider (MSP), you have the unique opportunity to carve out a name for yourself by providing exceptional digital experience management to your commercial customers.

As enterprises increasingly adopt hybrid work models, they are coming to rely more heavily on global collaboration software. In order to ensure productivity, efficiency, and a return on their investments, they demand frictionless performance from tools like Microsoft Teams and 365.

However, while 81% of Teams users report significant productivity impacts such as poor video or audio quality, only 7% of IT teams have an accurate view of Teams' performance. That's a critical gap. One which you can fill with the right offering: accurate, intelligent visibility and monitoring of Microsoft's Modern Workplace.

Are you positioned to fill that gap?

When you join the Martello Partner Network, you gain access to innovative technology, exclusive sales enablement, lead generation strategies, and co-selling opportunities designed to help you capitalize on the growing demand for Microsoft Modern Workplace solutions.

- **Expand your service portfolio with premium services that drive customer retention**
- **Introduce value-add services that generate recurring revenue**
- **Create new business opportunities by collaborating with world-class technology providers**
- **Shorten your sales cycle with targeted lead gen support**

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WHAT YOU GET AS A PARTNER

A comprehensive suite of features designed to accelerate your success and drive growth.



Comprehensive Go-to-Market Strategies

- Onboarding and enablement to quickly launch new offerings
- Growing library of industry-specific use cases
- Strategic planning to find market opportunities



Ecosystem of Elite Technology Providers

- Curated marketplace
- Joint marketing initiatives and co-selling opportunities
- Joint technology solutions and knowledge sharing



Lead Generation Tools

- Weekly market intent leads and technographic data for targeted outreach
- Ready to go 'campaigns in a box' and digital brandable assets
- Curated social media feed to enhance your online presence
- Dedicated landing pages to capture high-quality leads



Sales and Marketing Resources

- Dedicated Partner Account Manager for personalized sales strategy support
- Training journeys to quickly ramp up your sales team
- Deal collaboration rooms for seamless execution



VIP Technical Support

- Dedicated global support team
- Online training for speedy onboarding
- First deployment managed by Martello to ensure customer satisfaction

A COMPETITIVE EDGE

Adopt powerful, innovative solutions like Vantage DX, and collaborate with top-tier technology partners to deliver joint solutions that delight your customers.

Set a new standard in Managed Services for Microsoft Modern Workplace with first-class user experiences and customer satisfaction.

Accelerate your growth with strategic go-to-market support that helps you maximize revenue by driving upsells, fostering recurring income, and reducing client churn.



READY TO GROW YOUR BUSINESS?
BECOME A MARTELLO PARTNER TODAY

Martello Technologies

At Martello, we empower IT teams around the world with unique SaaS that optimizes the modern workplace to deliver a stellar digital user experience for Microsoft Teams and Microsoft 365. Our world-class team of seasoned hi-tech veterans, creative problem solvers, ambitious new grads and an experienced board of directors all share the same mission: to deliver exceptional and productive digital user experiences in the modern workplace. Martello Technologies (TSXV: MTLO) is a public company headquartered in Ottawa, Canada with employees in Europe, North America, and the Asia Pacific region.

MARTELLO