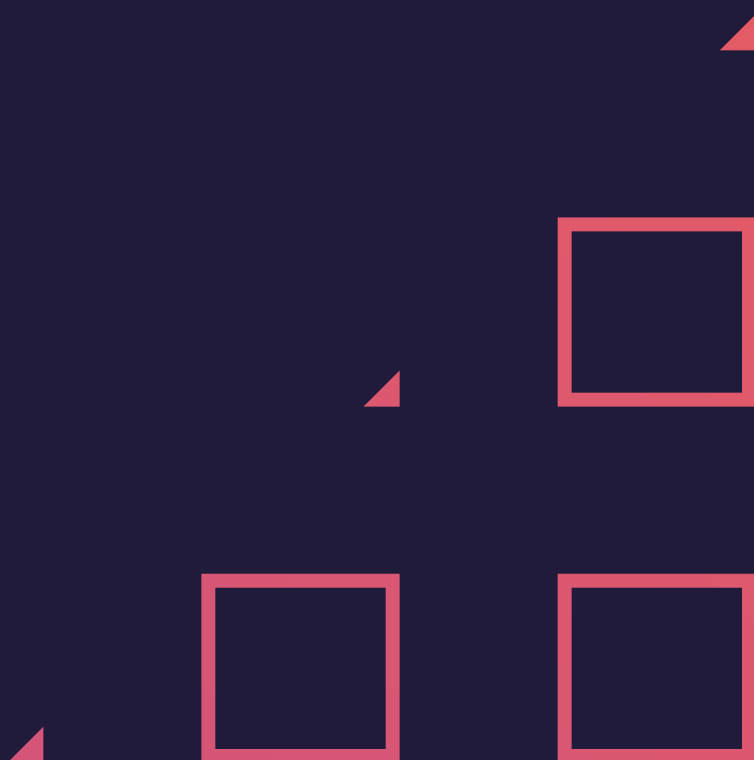


CHANNEL PARTNERS



Let's get together and grow!



Welcome to Focus Group

Established in 2003, we're proud to be one of the UK's leading independent providers of essential business technology. Telecoms, connectivity, IT, cyber security, mobile, utilities – our expertise is second to none.

We're here to help your business shine. In partnership, we'll find the right solutions for your customers, deliver innovative, cost-effective services and provide unrivalled support.

We both want to grow our businesses, so let's join forces and make it happen!

As a Focus Partner, you'll unlock a future of unlimited earnings and tap into a world of industry-leading products, and exceptional customer service. You'll bring your experience, knowledge and customer relationships, we'll bring our expertise, preferential supplier relationships and extensive product portfolio. Together we can reach further, achieve more and grow together.

LET'S
GROW



Why partner with Focus Group?

More than 250 businesses have chosen to partner with Focus Group. Here's why:

Training & support

It's your business but with our full support and back up. We'll provide best-in-class sales, opportunity and conversion training plus the chance to gain personal accreditations in your chosen field. Your dedicated account manager will take the time to understand your business, your aspirations and your customers. And we'll provide all the support you need to make the most of being a Focus Group Partner.

Buying power & product portfolio

We have developed preferential relationships, competitive commercial agreements and the highest accreditations with industry-leading suppliers. Together with an unrivalled portfolio of products, we're able to develop innovative, cost-effective IT, connectivity and telecoms business solutions for your clients.

Financial rewards & growth

Fulfil your potential with uncapped earnings and no sales targets. We want to work together with our partners to maximise opportunities, find new sources of growth and value to build our businesses. In turn, leading to financial rewards and excellent profit opportunities for our partners.

Customers come first

Our partnership will offer you the freedom to provide exceptional customer service, with the support of our dedicated service management team, 24-7.



What we offer

Focus Affiliates

Focus Partners

Competitive pricing & preferential commercial agreements



Product portfolio & technical services training



Dedicated account manager



Competitive, ongoing commissions



Incentives and growth bonuses



Customer service 24/7



Bill analysis & proposal training



Marketing support

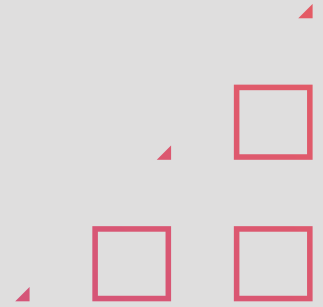


Access to case studies



We do it differently

It's our approach to building personal relationships with our partners that makes us different. But don't just take our word for it, here's what some of our partners have to say:



Supporting an extensive range of clients nationally and winning large accounts, as a result of the strong commercials and vast portfolio of services offered by Focus Group.

“We've worked in partnership with Focus Group for over nine years now, providing fixed line and WiFi services to our clients across the UK. We've always been very impressed with their forward thinking attitudes towards business and the proactive way they approach any proposals or obstacles we encounter.

Our revenues have been positively impacted, we've built client rapport and our customers have always spoken highly of the consistently reliable service provided by Focus Group. We hope the partnership continues for many years to come.”

Polly Lawrence
Procurement Director, Auditel



Bluecube is one of the UK's leading providers of outsourced IT support. They have an experienced team of IT engineers and an approach entirely focused on customer needs. Working in partnership for the past 12 years has created great growth for both companies.

“We have worked with Focus Group since 2009 - Focus have supported our business in providing our customers with hosted telephony to align with our IT cloud based services. Service management is fundamental to us giving our end customer the best experience, The Focus Team understand this and continue to provide us with a high level of support and a strong trusted relationship!”

James Hawker
Owner, Bluecube

Let's Talk on 0333 666 0222

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