

Smarter Partnering Delivered. Your Way.

Centiq's Partner Enablement Program offers a market leading approach to delivering new solutions and services to the independent software vendor (ISV) and systems integrator (SI) communities.

A comprehensive range of design, test and deployment services along with a suite of tailorable support offerings enables our partners to respond to their customer's infrastructure and support services needs quickly and with confidence.

Design

Application benchmarking, test and development along with platform design using world-class technologies.

Implement

Implementation and integration services delivered by industry experts using methodologies such as Prince2 and ITIL within a certified quality framework.

Support

Flexible, tailored services including helpdesk, remote monitoring and fully managed support services.



PARTNER ENABLEMENT PROGRAM

Over the past decade, Centiq has grown to become the partner of choice for many leading Independent Software Vendors (ISV) and Systems Integrators (SI). Our in-depth service capabilities and technical competence means our partners are free to channel their energy into their own core offerings leaving Centiq to provide a proven, manageable and mutually profitable complimentary offering.

Centiq delivers deep expertise in three key areas of the IT environment: Design, Implementation and Support - enabling our SI and ISV partners to win new business and deliver enhanced value to their customers. This approach helps contain the risks inherent in any projects of this kind whilst allowing our partners to "quote with confidence".

Whether it is reducing on-going contractual costs, analysing IT operations, optimising infrastructure environments, maximising performance gains or monitoring and delivering service delivery success - each one of Centiq's offerings is designed with these factors in mind.

Centiq's main value lies in offering a deep and focussed set of skills around a very select set of service offerings. Rather than a broad catalogue of commoditised offerings, we pride ourselves on being the best in the specific fields of expertise we offer. Our long standing partnerships with world-class IT systems vendors such as IBM and HP means we have been able to build a nation-wide blue chip customer base from sectors as diverse as healthcare, retail, finance, manufacturing, telecommunications and government.

This success is built on an intimate understanding of each and every element of our customer's business. For example, in the case of our ISV partners, by first understanding their application landscape in detail, we can confidently and quickly propose the optimal configuration for their environment. It is this bespoke approach that has proven to be such a tried-and-trusted methodology over many years.

Key benefits

- Proven, manageable and profitable
- Reduced pressure on in-house resource
- Increased competitiveness
- Maximise margins whilst controlling cost
- Increased customer service levels
- Tailored to work with you



**SMARTER
INFRASTRUCTURE**

Agile IT Delivered. Your Way.

Further Information

For further information about Centiq's Partner Enablement Program, please contact our dedicated team on:

0115 951 9666

Alternatively visit our website:

www.centiq.co.uk

Centiq Ltd
Unit 1 Charles Park
Charles Way
Cinderhill Road
Nottingham
NG6 8RF

E: **info@centiq.co.uk**

T: 0115 951 9666

F: 0115 951 9555



To compliment this approach, each individual ISV and SI relationship is managed by a dedicated account management team. This team is the portal into Centiq and our portfolio of skills and services. Their job is to align both businesses capabilities to provide maximum opportunity and value for our customers.

The foundation for our joint success is a tailored business development plan. This is invariably the most important piece of the partner structure as it is where all of the activities, efforts and objectives are mutually agreed and tracked. Its purpose is clear; to assist each of our partners with effective resourcing and profitable, repeatable offerings.

Due to the nature of our engagements there is often a requirement for specialist integration and logistics skills. Centiq has proven capabilities tuned entirely around our partner's needs. Our premises in Nottingham offer the highest standards of staging, integration, application testing and commissioning. Every aspect is considered and planned for, right down to logistics including traffic and site surveys, environmental audits, relocations and even overseas shipping where necessary. These components are supported by our Technical and Project Management Teams to ensure an end-to-end, seamless and successful project every time.

At Centiq, we understand that it doesn't just stop once the project is delivered. Many partners are then delivering their application or solution for many years to follow – with support being critical to its success. Centiq's specially designed suite of support services enable you to dovetail your own skills and services allowing you to boost service delivery and efficiency whilst also controlling and consolidating costs. Within our comprehensive portfolio you will find individual service components to create a tailored service specific to your business, freeing you to focus on the things that will drive innovation and differentiate your organisation.

Key features

- Design and architecture services
- Tailored, comprehensive support offerings
- Joint demand generation and marketing
- Dedicated team of industry experts



**SMARTER
INFRASTRUCTURE**

Agile IT Delivered. Your Way.