

CHANNEL PARTNER PROGRAM

YOUR TRUSTED PARTNER FOR CHANNEL SUCCESS.



Trusted advisors and technology consultants choose to partner with ECI for its industry-leading expertise in cloud, cybersecurity, data, managed services, and business transformation solutions. ECI offers a channel-friendly approach with a streamlined process and a dedicated channel team. By collaborating with ECI, you gain access to advanced technology, personalized support, and a trusted partner committed to driving long-term success for your clients.

OVERVIEW

Dedicated Channel Manager – Serves as your primary point of contact for all Channel-related matters, streamlining communication and coordination both internally and externally.

Revenue Opportunity – Partners earn ongoing residual commissions. ECI excels at solving initial customer pain points, then expanding to deliver additional solutions over time within the same account. With scalable IT services, our partners gain a distinct competitive advantage.

Engagement – ECI respects the partner’s ownership of the client relationship, maintaining transparent communication with the end client by copying in partners and seeking their approval before any direct engagement.

KEY POINTS

1 RAPID RESPONSE

Opportunities are addressed within 24 hours, with swift qualification decisions to maximize your time.

2 PARTNER EDUCATION

Access to educational resources specifically designed for partners.

3 BUSINESS ALIGNMENT

ECI is committed to understanding your client’s business, ensuring a better alignment of goals.

4 TRUSTED ADVISOR SUPPORT

Strong backing to help partners succeed as trusted advisors to their clients.