



PARTNER CHANNEL OVERVIEW

WELCOME,

Whether you're looking to start selling mobile contracts, you're already an established telecoms provider, or you're part of an IT company looking to expand your offering, the Bamboo Partner Channel makes selling simple.



The Bamboo Partner Channel gives you a hassle-free option to include mobile contracts as part of your existing service. We're **one of just 10 wholesale partners for O2**, meaning we get access to the best tariffs, and through **our portal**, you can manage your own customer connections **seamlessly**. Plus, with relationships with other major networks like Vodafone, we ensure that you can offer your customers choice and flexibility.

WHO WE ARE

Meet the Team



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WHO WE ARE

BAMBOO STORY

Bamboo Partner Channel

The Partner Channel was founded by the Bamboo Group in 2010.

It was created to provide partners with the opportunity to extend their offering to customers, provide access to the big networks and provide online tools via the purpose built partner portal which allows flexibility and control to users.



Bamboo Group was founded in 1998



Became an O2 Service Provider in 2004



Launched Online Service Tools in 2007



Bamboo Partner Channel Launched in 2010



Comms Dealer Sales Award - Top Customer Service Winner 2012



Best Mobile Distributor Winner at CNA Awards 2014



Comms National Awards 2015 Shortlist



M2M introduced into the Partner Channel 2015



Ongoing development to portal and value added services

THE RIGHT Partnership

We like to do things differently, so that's why our Partner Channel is just that. We offer a range of different partnership options, giving you as much or as little support as you want.



✓ WHOLESALE

This is designed for more experienced partners who are self-sufficient and have sales, support and billing services in-house.



✓ WHOLESALE BUREAU BILLING

For wholesale partners without their own billing platform, we offer white labelled services through bureau billing. You can send us your logo and we can bill the customer on your behalf.



✓ MANAGED

This unrivalled level of support means you can enter the telecoms space with as little investment as possible. You identify the opportunity, we support you on your journey.

HOW WE WORK WITH YOU

We recognise what works for one business, doesn't necessarily work for another, that's why we have not only a range of partnership options but a range of tariffs, IoT devices and a fantastic service process to ensure you're supported every step of the way.



WHOLESALE MOBILE TARIFFS

Choose from our existing tariff options and tailor them for your customer base to suit their usage – all managed through our innovative portal.



IoT

With a managed connectivity service for IoT devices, it's easy to manage SIMs on behalf of your customers.



SERVICE

Our dedicated and experienced teams are on hand to make sure your account runs smoothly, working with both large and small businesses across the UK.

We also have a number of services like Trustd MTD available to add value to your offering.



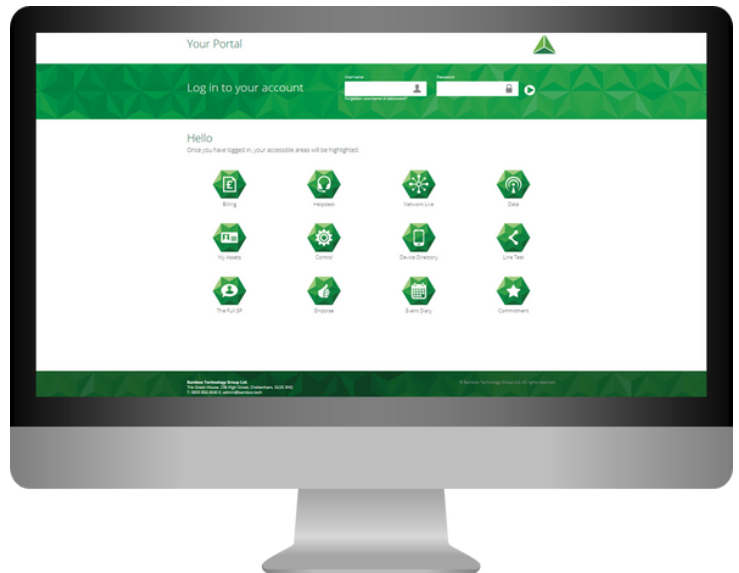
HOW WE SUPPORT YOU

Your Portal

We developed Your Portal to provide access to you or your team, enabling you to control, manage and make changes to your estate.

The portal will allow you to provision any changes across numbers on your base, putting you in control.

There are also a number of helpful tools, including the latest commercial packs which can be easily downloaded.



Helpdesk



Billing



**Network Live &
Network Live Self Serve**



Data



Partner Portal



Spider

HOW WE SUPPORT YOU

Partner Benefits



Access to an innovative self-service portal where you can log and monitor support queries, administer and manage online billing, and control customer accounts without lengthy response times.



Direct access to the O2 network with the ability to make changes directly on the network yourself, if you want to. You'll have the option to build bespoke packages for your customers instead of having to work within a one-size-fits-all tariff structure.



Support from Bamboo's experienced team – we understand the intricacies of mobile plans inside and out.

HOW TO CONTACT THE TEAM

Contact Details

 partnersupport@bamboo.tech

 01242 246700

 www.bamboochannel.tech

Office Hours



Monday to Friday
9.00am to 5.30pm

VALUE ADDED

SERVICES

Trustd

Trustd is an AI-driven Mobile Threat Defence solution to secure smartphones and tablets from a range of mobile-borne threats, including mobile phishing, compromised Wi-Fi and malicious apps and websites. This will reduce your cyber-threat surface and mitigate the risk of a costly data breach.

Trustd MTD App

Application threats

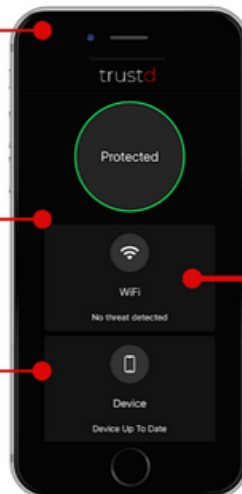
- Malware
- Known and unknown threats
- Stalkerware
- Screen recording
- Leaky apps
- Camera/Microphone access

Network threats

- Man-in-the-Middle attacks
- Phishing
- Unsecured WiFi
- Malicious proxies

Device threats

- Vulnerability in OS
- System takeover



Trustd MTD Admin Console

- See which users and devices are at risk
- Set up policies and conditional access
- Download compliance reports
- One-touch device enrolment (zero-touch with MDM)



Why Trustd MTD (Mobile Threat Defence)?

- Unique AI-powered protection
- Device health monitoring
- Standalone or layer on top of MDM
- Simple, non-intrusive alerts
- Privacy-first design
- Quick and easy set up

LET'S GET STARTED!

We'd love to give you a big Bamboo welcome to the Partner Channel. Should you like to discuss joining our partner programme, don't hesitate to get in touch.

