



QUANTIX
PARTNER NETWORK
Your Application. Our Expertise.
Complete SaaS Solution.

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QUANTIX
Innovative IT Services

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interoute
from the ground to the cloud

Your Application. Our Expertise. Complete SaaS Solution.

The Quantix Partner Network (QPN) provides an enterprise-level cloud hosting platform, coupled with comprehensive managed services for ISVs looking to re evaluate their existing solution provider or to develop flexible SaaS applications for customer delivery.

◆ THE ISV SAAS CHALLENGE

ISVs are being driven to provide Software as a Service (SaaS) solutions, not only by their customers but also by challenges posed by increased operating costs, a greater than ever competitive market, go to market investment risk and a need to accelerate revenue growth. To enable solutions to meet these challenges, ISVs must find new ways to ensure the correct resources are focused on strategic business goals, whilst investing effectively in this new channel to market.

“With Gartner predicting that global sales of SaaS-based enterprise applications will reach \$12.1bn this year and \$21.3bn by 2015, there is a huge market opportunity for ISVs who can offer innovative, robust and secure Cloud-based applications”*

◆ YOUR APPLICATION. OUR EXPERTISE.

Your application is a business solution therefore, it doesn't make business sense to invest in your own infrastructure to support SaaS; put simply it's too large a hardware cost to your business. In addition, these costs will span across resources, specifically new technical expertise and know-how, sales, marketing and operations; removing focus from strategic business goals. Choosing a solution provider with extensive expertise and experience is fundamental in capitalising on the soaring demand for SaaS based applications.

“30% of new business application software deployments will be SaaS by 2012” The Future of SaaS

◆ MOVING TO SAAS



“Safe in the knowledge that Quantix will be a partner tomorrow, and the day after and the day after”

◆ THE QUANTIX PARTNER NETWORK SOLUTION

Our partner programme provides all software application services in addition to the infrastructure required to deliver a secure environment for your customers; including:

- ➔ Availability
- ➔ Performance management
- ➔ Resilience and reliability
- ➔ Complete flexibility
- ➔ Database Managed Services
- ➔ ISO accredited security compliance

QPN offers you more than just cloud hosting and SaaS delivery; we support our ISV partners with a complete set of infrastructural, technical, educational and enablement benefits from skills transfer to direct selling support. In turn this increases competitive advantage, accelerated revenue growth, reduced sales cycles, and faster application deployment.

Evaluating an alternative cloud hosting provider?

The Quantix Partner Network embraces ISVs who are looking to migrate from an existing solution provider. More and more customers are demanding security and compliance that meet ISO standards; Quantix's accreditations for ISO27001 and ISO20000 ensure these enterprise requirements are met whilst ensuring peace of mind across technology vendor expertise.

◆ COMPLETE SAAS SOLUTION

Our partner programme provides all software application services, in addition to the infrastructure required to deliver a secure environment for your customers including:

➔ NIMBUS-Q CLOUD PLATFORM:

An application-ready hosting and delivery environment located in two UK data centres in Europe; offering outstanding performance, security, flexibility and scalability.

➔ ASSURED SERVICE LEVEL AGREEMENTS:

An ISO2000 service management model and seamless business continuity for every application hosted on the Nimbus-Q platform.

➔ SALES SUPPORT:

Tools and training to help assist ISVs accelerate demand for their new solutions.

➔ 24/7 TECHNICAL SUPPORT:

Help with every aspect of migration, followed by ongoing 24/7 technical and development support from QPN's team of database and infrastructure experts.

➔ OUTSTANDING CREDENTIALS:

ISO27001 accreditation for all security, HR and management processes; an Oracle Platinum Partner and Microsoft Gold Partner; cited by Talkin' Cloud as the UK's No.1 Oracle Platinum Partner offering Cloud services in the UK.

◆ 5 PILLARS OF SUCCESS

1	2	3	4	5
Technology expertise	Robust cloud platform	Sales, marketing and tech support	Joint customer engagements	Managed growth

UNRIVALLED PARTNER BENEFITS	TECHNOLOGY EXPERTISE	A ROBUST CLOUD PLATFORM
<p>QPN offers an extensive benefits programme with a truly competitive discount structure.</p> <p>From sales and marketing support to live demonstration environments we transfer our knowledge and expertise to ensure long term business growth.</p>	<p>As an Oracle Platinum Partner and a Microsoft Gold Partner we have the in-house expertise to support any application.</p> <p>To compliment the Oracle and SQL Server Managed Services Teams, Quantix have an in-house Security Services Team.</p>	<p>Nimbus-Q, the QPN cloud platform sets the standard for enterprise-class infrastructure and application performance.</p> <p>Featuring ISO27001 data centers, high performance infrastructure, complete integration, scalability and visibility.</p>



◆ MORE ON SECURITY

This is one of the most talked about topics when considering a SaaS delivery solution. The Quantix Cloud provides all of the necessary security measures associated with a typical application deployment. Our defence in depth architecture has been designed based on a 9 challenge point plan, which means user access into the environment is subject to a series of security checks without mitigating performance.

In contrast to other Cloud providers we offer a closed security architecture which doesn't give unvetted customers the ability to build on or access our infrastructure. As we only offer Managed Cloud Services, we have full visibility of security threats across all our managed servers.

◆ PARTNER BENEFITS

With two partner levels to choose from, the Quantix Partner Network is an attractive proposition for all ISV's regardless of their company size or product maturity.

	Member partner	Strategic partner
Sales		
Access to sales tool kits	✓	✓
Access to competitive information	✓	✓
Sales Support - External	✓	✓
Sales Support - Internal	✓	✓
Discount Levels	10%	20%
Customer proof of concept environments	-	✓
Demonstration environment (partner application)	-	✓
Marketing		
Co-branded sales literature	✓	✓
Co-branded marketing materials	✓	-
Seminar and events support	-	✓
MDF Funding	-	On Application
Technical		
Pre-Sales technical assistance	✓	✓
Nominated technical account managers	-	✓
Technical Support	✓	✓
Partner helpdesk integration	-	✓
Integrated monitoring service	-	✓
Discounted test and development environment	-	✓
Training		
Sales Training	-	✓
Technical Training	✓	✓

“QPN is a proven model that ensures SaaS strategy success”

◆ GET STARTED TODAY!

SaaS has seen an explosion in growth with a huge market opportunity for ISVs who can offer innovative, robust and secure cloud based applications. The Quantix Partner Network offers unrivalled benefits for ISVs looking to re evaluate their existing solution provider or to develop flexible SaaS applications for customer delivery.

By joining the Quantix Partner Network, you will benefit from a complete, market-ready SaaS solution as well as sales and technical support to help you make the most of the SaaS opportunity. With the delivery platform taken care of, ISVs are free to focus on application development and achieving strategic objectives

JOIN THE QUANTIX PARTNER NETWORK NOW



**To join our growing community of ISV partners, click the above link
or you can contact us on 0115 983 6200**

“We’re extremely happy with the SaaS enablement service we’ve received from Quantix. Their unique infrastructure, proven expertise, and wide ranging technical skills quickly solved our need to deliver cloud-based applications to clients via a cost-effective and reliable platform” IDBS

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◆ PART OF THE INTERROUTE GROUP

Quantix are part of the Interoute Group who provide a wide range of Unified ICT managed services to national and international enterprises.

Interoute services fall into five related portfolios:

- **UNIFIED COMPUTING:** Collocation, Managed Hosting, Network Security
- **INFRASTRUCTURE:** Duct, Dark Fibre
- **UNIFIED TRANSPORT:** Bandwidth, IP Transit, Network Outsourcing
- **UNIFIED CONNECTIVITY:** VPN (MPLS and VPLS), Internet Access, Bandwidth
- **UNIFIED COMMUNICATIONS:** Voice Services, Video Conferencing