

# Global Management One Partner Program

Transform your business potential.

Global  
Management **One**



## Partner with a Leading Managed Services Provider

Managed Services let mid- and large-sized companies stay focused on their core lines of business while leveraging the full benefits of information and communications technology (ICT) for competitive advantages and lower TCO. The Global Management One (GMOne) Partner Program by NTT Communications—a giant in the field—provides qualified specialists with the opportunity to join this fast-growing global industry and offer customers one-stop, best-in-class, end-to-end ICT solutions tailored to their individual business needs.

## Expand Your Expertise

### GMOne Academy



- 12-week training program
- 3 technical certification levels
- Sales certification
- Online training support

### Marketing Support



- Market analysis
- Sales planning and tools
- Lead generation tools
- Access to MDF funds

### Teamwork Power



- Pre-sales support
- Competitive pricing
- Multilingual assistance
- Deal registration protection

## Outperform the Competition

Global Management One Partners have access to the culture of innovation and broad expertise of NTT Communications, a global leader in cloud, network and data services, with operations in 43 countries and 120 cities, a global workforce of more than 21,000, and more than 140 data centers.



**Get new market opportunities**



**Expand your professional expertise**



**Access a 24/7 global network**

## Two Paths to Success

The Program is designed to optimize your existing business strengths while adding the total managed services offering of NTT Communications to provide your customers with innovative ICT solutions. Depending on your business model, you can choose to accelerate your sales revenue and increase profits through various financial incentives available under the Resell Path, or strengthen your business with a strategic partnership under the Cooperation Path. Progressive and scalable, the Global Management One Partner Program can greatly transform the market and profit potential of your business.

### Resell Path

- **Leader**

*Market leader with expert level GMOne knowledge, and can meet annual sales targets*

- **Professional**

*Has advanced GMOne sales capability, and can meet annual sales targets*

- **Expert**

*Has essential GMOne sales capability, and can deliver annual target number of projects*

### Cooperation Path

- **Strategic Excellence**

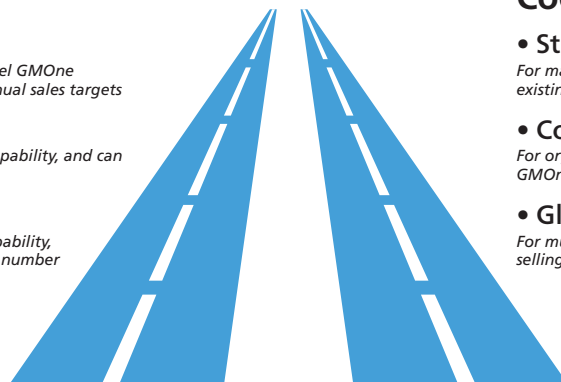
*For major vendors capable of bundling their existing services with GMOne services*

- **Cooperation Excellence**

*For organizations capable of referring potential GMOne customers*

- **Global Excellence**

*For multinational organizations capable of selling GMOne across global markets*



Inquiries regarding Global Management One Partner Program

**NTT Communications Corporation**

**Get Started Today!**

Website [www.ntt.com/en/partnerprogram/gmone](http://www.ntt.com/en/partnerprogram/gmone)

Inquiries [gmone\\_partners@ntt.com](mailto:gmone_partners@ntt.com)

2016.07

Copyright © 2016 NTT Communications