

**grow your
business &
your expertise**
**become a
partner**

GREENBOX
PARTNERSHIP
PROGRAMME



LET'S TALK

unlock partnership benefits

the preferred ict solutions partner

Greenbox is the asset management partner of choice for leading IT vendors and providers. We work with systems integrators, original equipment manufacturers (OEMs) and global asset management companies.

Partners choose Greenbox for our considerable capabilities. This includes our national AU/NZ footprint and proven ability to manage the largest IT asset projects. We can enhance your product offering across the full asset management life-cycle. Our end-to-end life-cycle services, cover pre-deployment, connected configuration, deployment, data security, and recycling/recovery.

Greenbox add credibility, with our asset management, logistics and technical personnel, and our sustainability certifications.

We believe in transparency and fairness. We offer flexible partner relationships, including co-branding, white labelling and directly servicing your customers.

Greenbox Partners have access to preferential pricing and our expert team ensures you can maximize your chances of winning all Partner deals.

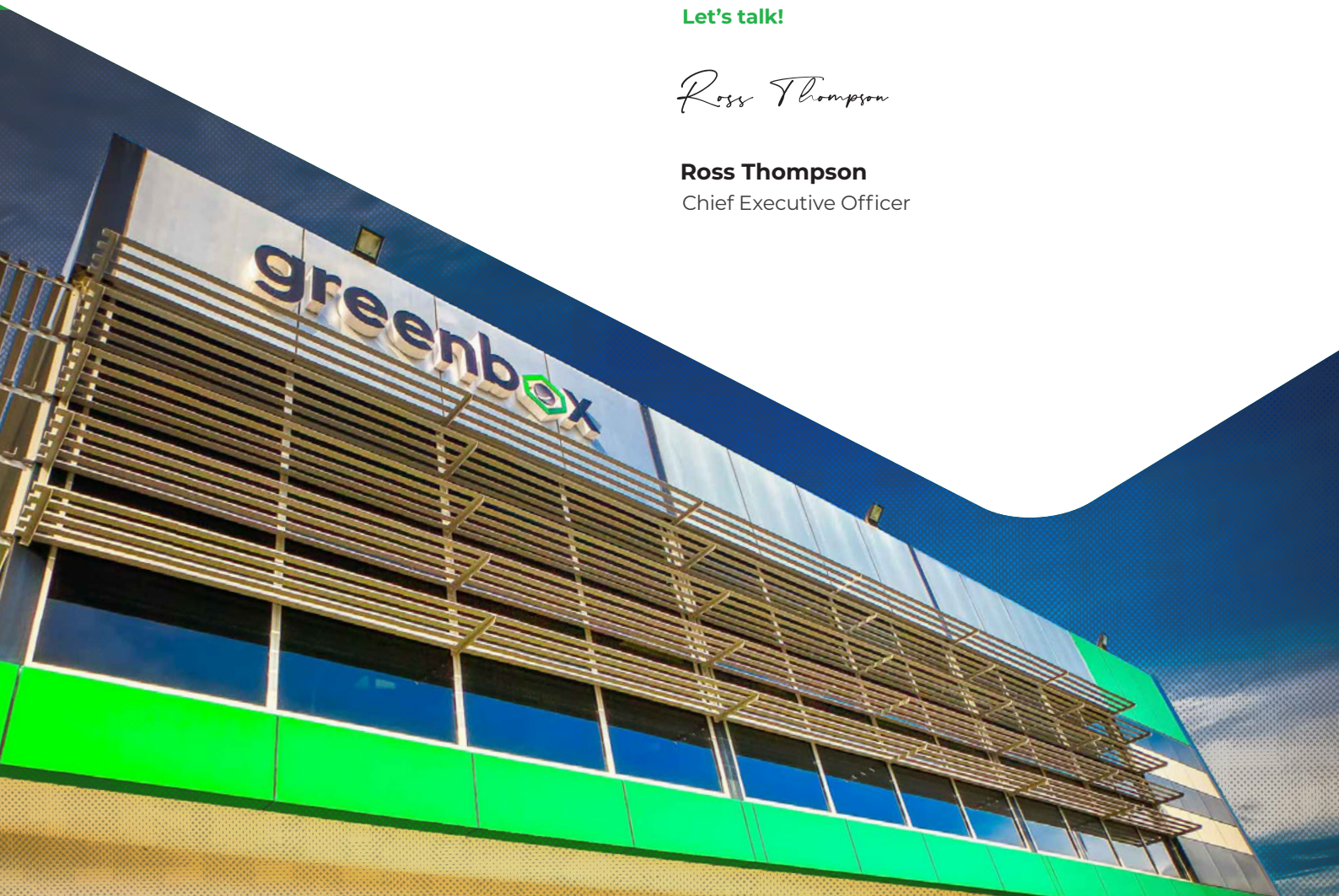
Our ISO-compliant procedures, our specialist and security-cleared personnel, our five facilities across Australia and New Zealand, our accreditations and certifications are just some of the reasons Partners choose to work with Greenbox. All of this adds up to a partner you can count on.

Partnership is a relationship of growth; we're in it together.

Let's talk!

Ross Thompson

Ross Thompson
Chief Executive Officer



partner benefits

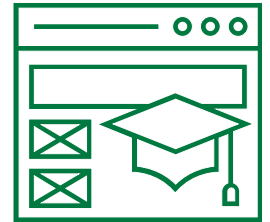
The Greenbox Partner Programme provides you with various benefits and promotional support including access to preferred pricing, dedicated sales support, incentives, go-to-market resources, and more.



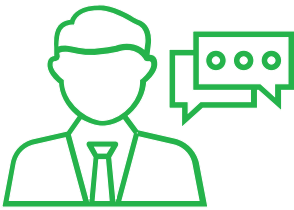
Incentives



Dedicated Marketing Tools



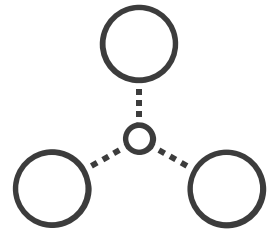
Training



Customer Service



Preferred Pricing



Portal Access



Dedicated Sales Support



Access to Suite of Products



Accreditation Badge

what's in it for you



Incentives

We recognise all Business' have different rules with regard to incentivising individuals and teams. Greenbox provide gift cards by way of incentives. These may be used / distributed at your discretion.



Training

Greenbox proudly offers Partners access to their online learning management system (LMS) LMS' allows channel partners to interact with our training content and assessments in their own time, without needing to travel or take too much time out of the workday.



Portal Access

Greenbox is proud to offer their partners premium access to reporting portal; UNIFY. Partners (and your customers) can access the portal to review the status of any job. Customers can also download Carbon Reduction Certificates, Hard Drive destruction certificates, and much more.



Dedicated Marketing Tools

Once you become an accredited Partner, you will have access to a range of helpful marketing tools including brochures and capability statements. These can be co-branded. Bespoke material can be created on a case by case basis.



Preferred Pricing

Being a Greenbox accredited partner gives you access to a range of benefits including preferred pricing. Greenbox is ethical and transparent in all of our dealings and partnerships are no exception. Details of our pricing policy and partner rulebook are provided as part of the Partner Membership Pack.



Dedicated Sales Support

We're passionate about what we do, and proud of our reputation of being very easy to do business with. Once accredited, you will have a dedicated account manager to support you. We are customer benefit led, and make it easy to sell our services.

faq's

What is the process to become a partner?

Your sales representative will initially provide you with a two page Partnership Application form. This covers basic details about your business.

We ask you to complete a 12 month Business Plan template. This gives us an idea of how much volume/ business is likely to be generated as part of the Partnership. The final step is to supply three relevant references, and we also ask that three months credit Information is also supplied.

Who is eligible to join the Greenbox Partner Programme?

Greenbox partners with Distributors, Resellers and OEMs. We are client focused and pride ourselves on being easy to do business with and delivering exceptional service levels. If you feel you would be a good fit as a partner, we would love to hear from you.

Am I guaranteed Partnership if I hit the requirements to apply?

We consider our Partnership requirements the minimum requirements before applying. Your application will still be reviewed by our team and we will endeavour to notify you of your acceptance within 14 business days.

What training will be offered?

Greenbox has a dedicated online Learning Management System. You will be provided access to the modules which are relevant. The training is interactive with short quizzes at the end of each module. The training can be done in your own time. Training is a requirement of the Greenbox Partner Programme.

Why do we Partner?

Each of our channel partners bring their own specialties and combined with Greenbox's own abilities, we can offer significant value and better meet customer needs.

What does preferred pricing mean?

Being a Greenbox accredited partner gives you access to a range of benefits including preferred pricing. Greenbox is ethical and transparent in all of our dealings and partnerships are no exception. Details of our pricing policy and partner rulebook are provided as part of the Partner membership pack.

Do I have to sign a contract?

Not to be a partner. There is a Partnership MOU (memorandum of understanding) that describes how we will work together in partnership and a business plan that indicates the type and amount of business that we are anticipating to do together. You have the opportunity to leave the Partner Program at any time.

OFFICIAL
PARTNER

greenbox



executive team

Greenbox's leadership team are tasked with upholding the strictest standards in security, customer service and governance.



Ross Thompson
CEO

With more than 20 years in senior executive leadership, Ross is well versed in leading and growth of high performing organisations. Passionate about the environment and driving sustainable change, Ross is a natural fit to lead the Greenbox business.



Viraj Meena
Head of Revenue and
Innovation

Viraj brings with him over twenty years' experience across Australia & New Zealand within the ICT industry in various business development, key account management and sales team leadership roles.



Jamie Olliff
Head of IT

Jamie brings over 30 years experience in IT transformation, vendor management, infrastructure management, operating processes and data security.



Doug Pass
Head of Managed Services

Doug's ability to juggle multiple projects has made him an invaluable part of the leadership team. He is also a proud advocate of Greenbox's commitment to the environment.

**Our five Greenbox
facilities across Australia
and New Zealand**

Brisbane

111 Benjamin Place, Lytton,
QLD 4178

Sydney

Unit 4 / 19 Holbeche Road,
Arndell Park, NSW 2148

Canberra

Unit 2 /184 Gilmore Road,
Queanbeyan, NSW 2620

Melbourne

Unit 4 / 62 – 66 Lara Way,
Campbellfield, VIC 3061

Auckland

Unit 13, 30 Foundry Road,
Silverdale, Auckland 0932

C O N T A C T

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