wifinity

Wifinity Connectivity Partnerships

Grow faster with a specialist connectivity partner for complex sites and developments.

Add specialist connectivity, managed networking and digital infrastructure expertise to your offer, without increasing operational complexity.

Win in complex and mission-critical environments, strengthen customer propositions and maximise revenue opportunities without the delivery risk.

Unlock new opportunities

When customers need specialist connectivity in demanding environments, standard solutions aren't always enough.

Wifinity gives partners the specialist expertise needed to win in complex environments, strengthen customer propositions and pursue larger opportunities with confidence.

CYBER ESSENTIALS CERTIFIED PLUS

ISO 9001 QUALITY MANAGEMENT

ISO 14001 ENVIRONMENTAL MANAGEMENT

ISO 45001 HEALTH & SAFETY MANAGEMENT

ISO 27001 INFORMATION SECURITY MANAGEMENT

www.wifinity.co.uk
channelpartners@wifinity.co.uk
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Choose the partnership model for you.

Sell-to

Strengthen your customer proposition.

Maintain ownership of the customer relationship while adding specialist connectivity expertise.

Best for:

Existing customer contracts that require additional connectivity capability.

Sell-through

Expand your portfolio not your overhead.

Extend your offer with specialist connectivity services backed by Wifinity delivery expertise.

Best for:

Partners looking to broaden their offer without building capability in-house.

Sell-with

Pursue larger opportunities together.

Combine complementary expertise to create stronger customer propositions.

Best for:

Joint pursuits, framework opportunities and larger-scale projects.

Referral

Introduce opportunities.

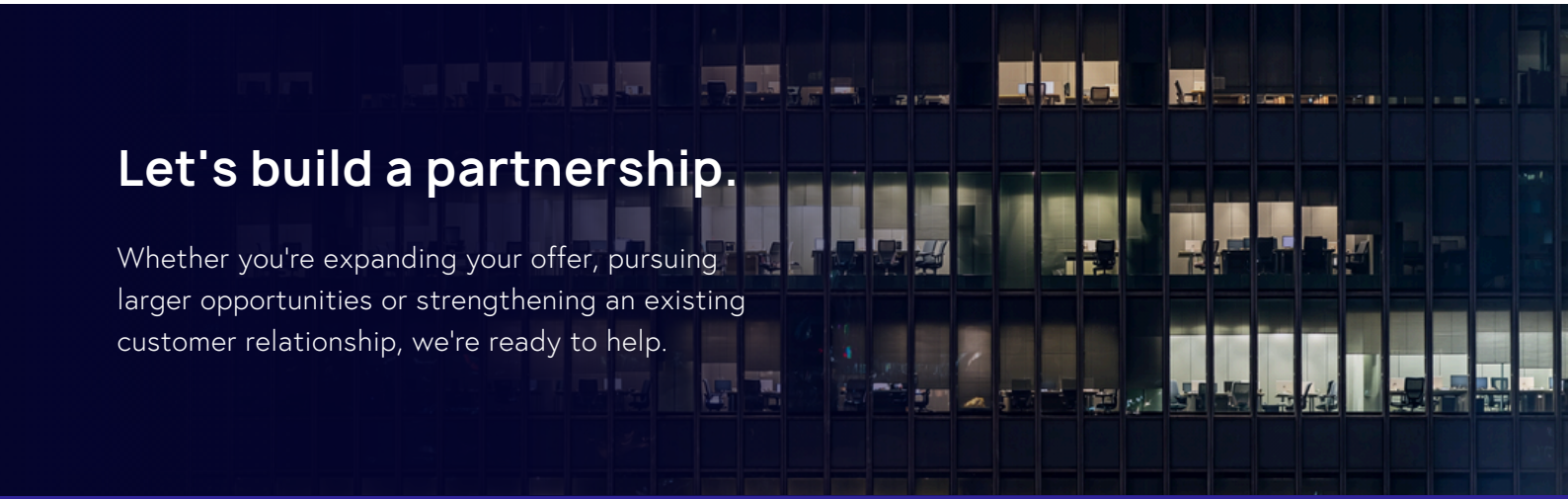
Earn commission by introducting qualified opportunities to Wifinity.

Best for:

Partners who don't want to own the sales, contracting and delivery process.

More capability. Less complexity.

- Specialist connectivity expertise for demanding environments
- Flexible partnership models that support growth
- Expand your customer offer without building capability in-house
- Managed delivery designed for long-term success



Let's build a partnership.

Whether you're expanding your offer, pursuing larger opportunities or strengthening an existing customer relationship, we're ready to help.

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