HubOne Partner Program Brochure

Being a technology reseller is hard. There are pressures from distributors, vendors and customers. The industry is asking you to adopt cloud computing, monthly billing and more.

All of this puts pressure on your business.

Over the last 4 years, HubOne has been developing solutions and architectures targeted at specific small business verticals and delivering them to customers across Australia. Our focus on specific verticals has helped us sell successfully and our repeatable technology and services models have allowed us to enjoy high customer satisfaction and profitability.

However, on reflection, we’re awesome at building solutions, and delivering automated provisioning, but small and medium customers want the personal touch; a local partner who is able to not only deliver great technology but also have a relationship.



HubOne has decided to become a partner only vendor; we’ll focus on helping you successfully sell and deliver cloud solutions to your customers in a way which grows your business; a way to adopt cloud and annuity billing without adding increased internal conflict.

# Our Solutions

Our flagship solutions, OnePractice™ and OneBusiness™ are designed to encompass all a small and medium enterprise needs to move to the cloud. With valuable solutions from Microsoft, Xero and more, all wrapped in prescriptive technology guidance and deployment tools; with direct access to our experienced and skilled sales and support teams, you can confidently approach targeted customers with solutions which resonate with them.

Our solutions are primarily targeted at the Financial Services industry, and are directly relevant and tested in that marketplace meaning a HubOne Partner can enjoy faster sales cycles with a targeted customer base.

[](http://hubone.com/research/)

Implementation can be performed by you; or us and we happily white label our services to our partners. With support of our distributor channel, you can be assured help is there when you need it.

# Find out more

To find out more about the HubOne Partner Program see <http://hubone.com/partners>