

BT Alliance



We have over 100 partners across the globe with in-country support in more than 65 countries and territories

Overview

The BT Alliance Partner Programme was introduced to complement BT Global Services in the selling, distribution and support of a range of products and services from across the BT portfolio. The BT Alliance Partner Programme is at the foundation of our global strategy and places our partners at the heart of everything we do.

The introduction of the BT Alliance Partner Programme provides a compelling global framework that enhances our market penetration and the service that we provide to our global network of partners and their customers.

Our Partners

Selected for their quality of sales and service, BT Alliance partners are leading providers of managed network communications services for multinational entities.

Our Partner Programme recognises the skills of our partners and develops their expertise to give customers the highest standards of service, innovation, reliability and lifetime support that are central to the BT Alliance proposition.

We partner to ensure customer success

Our global vision commits us to establishing strategic alliances with only the best technology, services, and solution providers. We ensure that we only work with partners that add significant value to the solutions they provide their customers.

Being a customer of a BT Alliance partner means being confident that you are dealing with a recognised partner who can provide you with best in class products provided by BT Alliance and supported by trained staff.

Working with a BT Alliance Partner:

- You have access to a more comprehensive BT portfolio – providing the added confidence that you have access to the right products to suit your organisation's needs
- Assurances that your local and global needs are taken into account – BT Alliance partners not only partner with BT but with each other, through informal networks
- BT Alliance offers our partners first class resources to support their sales and technical efforts
- Assurances that all our partners deliver outstanding service quality
- We benchmark all our partners against our exacting standards

Further information

For more information about BT Alliance and the BT portfolio please visit www.bt-alliance.com