



CHANNEL PARTNERS

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IT JUST
WORKS

Giganet – the power of 3

“Bringing together the power of three infrastructures; our own, CityFibre and Openreach, we are able to offer a powerful selection of business FTTP and ethernet offerings.

As leaders in the delivery of business FTTP, and true champions of full fibre services, Giganet is uniquely positioned to enable transformative business communications solutions.”

- Paul North, Head of Channel

GIGANET,
CITYFIBRE &
OPENREACH
NETWORKS

Three major networks

Giganet is a leading provider of full fibre services for homes and businesses across the UK. Supported by our investors Fern Trading Limited, advised by Octopus Investments since early 2021, we are building to over 300,000 homes and businesses across the South East & South West of England.

In addition to our own build, we have also forged a strategic partnership with CityFibre which will see us enter the entirety of their fibre exchanges across the UK, adding a further 8 million homes and businesses to our reach.

Both of these builds will be supplemented by our unbundling of over 200 Openreach exchanges for both Ethernet & FTTP services, meaning we will be able to service the majority of the full fibre market.

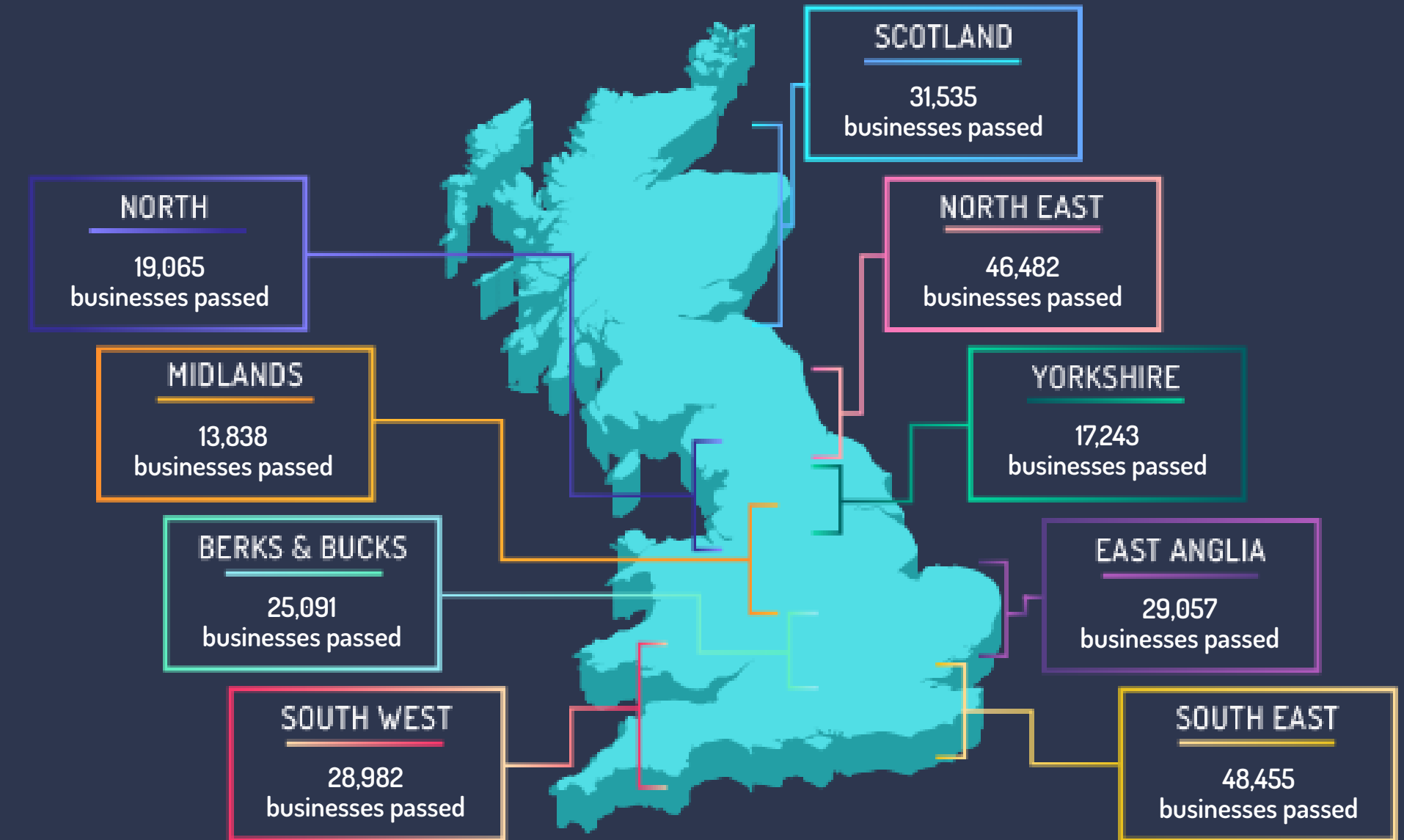


TOTAL UK COVERAGE & UK SUPPORT

NINE KEY REGIONS

Whether you are a business based in Aberdeen or Portsmouth, we are confident we will be able to support your ambitions, by working with you on a shared Sales & Marketing strategy. Together, we'll drive success within your geography and grow your brand exponentially.

As well as total UK coverage for leased lines, we supply business FTTP throughout the UK. With our three networks, we have access to significant business full fibre infrastructure in nine key regions.



*Businesses passed figures based on Giganet & CityFibre footprint in next 3 years

PARTNER MODEL

We believe there are too many wholesale providers who talk about 'partners'. These are mostly customer & supplier-style relationships.

At Giganet, we forge true partnerships, taking the time to understand your ambitions, challenges and objectives, and aligning ourselves with them to facilitate your growth. We are champions of full fibre, and will work with you to create tailor-made campaigns that resonate with your existing and prospective customer base.

Our partners work on a fully white label basis allowing you to brand and market our products as your own, maintain complete ownership of your customers, and be responsible for billing and first line support.

You'll have the option to quote our entire portfolio with single and multisite solutions, and a range of resiliency options.



YOUR SUCCESS IS OUR SUCCESS

Benefits



Instant online pricing

Simply put your customer's business postcode into our online checker and instantly see all the packages available to them.



Connectivity options for all business sizes

From small businesses to multi-site nationals, we will make sure your customers' connectivity is fast, seamless and secure.



Experienced connectivity experts

We're highly experienced and have been offering communications solutions for almost two decades, so you're in safe hands.



UK-wide network reach

Our network covers every business address in the UK, so there will always be a solution available to get your customers better connected. We partner with 10 tier 1 providers, to give you the very best options for your customers.



Friendly UK based customer service

Our team are based in our Hampshire HQ and are helpful and easy to contact whenever you need us.



Sales enablement tools

Improve sales productivity and revenue, by connecting your content, marketing, and sales cycle. Our tools follow the sales process from start to finish, with tracking analytics for continual improvement.



Sales incentives

We want you to succeed, so we will offer incentives and schemes to improve your results.



Support for complex quotes

When you need us, we're here. Our expert team can help with any more complex business solutions and resiliency options, and you'll have an expert account manager to guide you.

Why Giganet?

Our channel vision is to become leaders in the business FTTP space by bringing together the power of our own infrastructure, CityFibre & Openreach.

We manage our own network, which means we take full responsibility and control for setting up, analysing and maintaining our services for all our clients. Customer service is incredibly important to us and today we are proud to have achieved an 'Excellent' rating on Trustpilot.

We don't do misleading offers, price hike our customers after contract, or put autoattendants on our lines. During our operating hours you, or your customers can get swiftly, and directly through to our team.

We will work right beside you to identify and develop opportunities. We won't just leave you with a portal, but instead, support you fully.



Connectivity experts

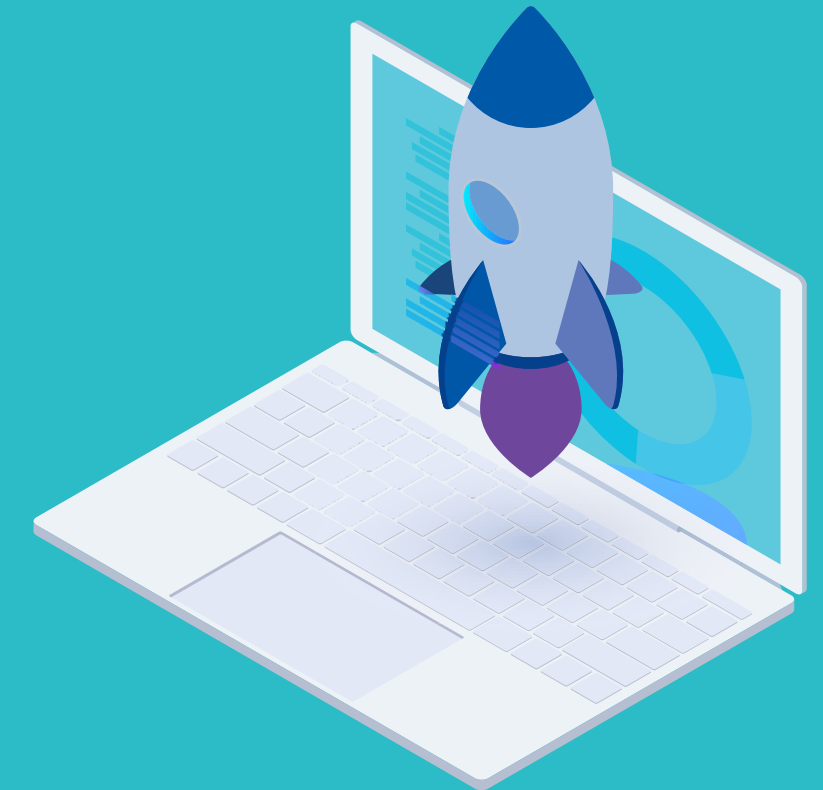
We have almost two decades experience providing business communications solutions across the UK. We are an experienced and well-funded connectivity provider you can rely on.

Our solutions are perfect for businesses of all sizes. Ranging from small businesses with a handful of users, to complex multi-site applications for larger organisations.

We proactively monitor our core network 24/7 and can spot issues before they can develop and affect you or your customers.

We are not shackled by legacy revenues or systems, particularly on copper/fibre hybrid products and Ethernet services, therefore we can be bold with our propositions.

We are future-proofing UK businesses with resilient connectivity and cutting-edge technology that just works.



We're here to help

We're easy to contact. We provide a true concierge service – from the initial sale and throughout the lifetime. You have a business partner to speak to whenever you need, no call centers, no scripts, no ifs, no bots.

Gone are the days where customers have to spend hours on a call to fix a simple issue. They can email, call or WhatsApp us when and where it suits them.



HELPFUL, RESPONSIVE & PROACTIVE SUPPORT

A multi award-winning business

We are proud to be recognised by our peers in the communication industry. We have won over 30 industry awards in recent years, including the prestigious 'Overall Fibre Provider of the Year' at the 2022 Fibre Provider Awards.

As well as winning 'High Growth Tech Company' and 'Employer of the Year' at the 2022 South Coast Tech Awards, we have been highly commended for awards including 'Best Rural Fibre Provider' and 'Fibre Provider Investment'.

With Giganet, both you and your customers are in safe hands.



Find out more

If you're interested in becoming a Giganet partner, or would like to find out more, then please get in touch.

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“ *Success is best when it's shared.* ”
– Howard Schultz



WWW.GIGANET.UK/PARTNERS

Connect with us:

