



Interlink Welcomes Telefónica

Channel Partner Program for Multinational Opportunities

Interlink is a Specialty IT Products and Services Distributor representing vendors with emerging, innovative and sometimes disruptive technologies through the Channel. We introduce vendors that specialize in high-growth technologies and services (such as Telefónica) to like-minded Solution Providers.

Interlink welcomes Telefónica, one of the top five global telecommunications companies, and recognized by *Fortune* as the world's most admired Telecom company, in 2011.

Now, Interlink Solution Providers that specialize in servicing large, multinational accounts can leverage the expertise and assets of Telefónica to stay ahead of the ever-changing telecommunications evolution curve and maintain a competitive edge while positively impacting bottom line profitability with monthly recurring services revenue.

When you become a Telefónica channel partner, you will enjoy being part of one of the few programs that allow you to sell a wide range of service solutions from international services to data center and cloud solutions worldwide, and you can choose the partnership level that best fits your business model.

Working with Partners Every Step of the Way

- **Data Center**
The Telefónica fully managed global IP and data center network, enables unique, seamless services across multiple geographies.
- **Enterprise Voice and Data**
Access to a complete portfolio of enterprise services including managed WAN and LAN, premium voice termination, global inbound services, SIP trunking, and unified communications solutions.
- **Machine to Machine (M2M)**
Global and value-added M2M solutions capable of serving your business needs, worldwide. As a one-stop-shop, Telefónica takes care of every aspect along the value chain.

Enabling Partners for Success

- Telefónica's turnkey channel partner program enables Solution Providers to engage in multinational network services opportunities & recurring revenue streams
- Telefónica services address the increase in demand of global network operations require visibility, security, cloud services, disaster recovery & big data infrastructures
- Growth in convergence of technologies and communication require visibility, security and analytics of multinational MPLS/WAN connectivity
- Exponential increase in demand of global network operations require visibility, security, cloud services, disaster recovery & big data infrastructures
- True end-to-end excellence in optimized solutions for your customers from one of the largest Telecom companies



Turnkey Services That Enhance Your Bottom Line

- Global relationship management with a specialized solutions portfolio serving hundreds of Multinational Corporations (MNCs)
- In-country support worldwide
- Global transformation processes and dedicated service management team ensure operational excellence
- Flexibility to white label services as your existing brand or leverage the Telefónica brand
- Providing bolt-on, recurring services revenue for positive bottom line impact

Contact Interlink Today

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Connect with Telefónica

With presence in 44 countries, including 21 full Network Operations and Security Operations Centers worldwide, Telefónica owns the fiber optics infrastructure that enables global communication networks. Telefónica is poised to serve channel partners using their own wireline and wireless networks supported by their comprehensive industry alliances and partnerships.

Over 315 million customers depend on Telefónica for their information and communication technology needs 24x7x365. Telefónica has the global reach to help your customers grow. Don't miss this opportunity to join one of the largest, most experienced, fully integrated communications and IT providers in the world. Telefónica's extensive communications network provides excellent coverage in throughout Europe and Latin America.

In an age where innovation and technology will continue to play a vital role in both the strategic direction and financial performance of any global organization, you can help customers maintain a competitive advantage by partnering with Telefónica.



Telefónica TURNKEY Services

Solution Provider Resources

- FREE preliminary audit of the MNC Network Services
- Experienced pre-sales support
- Sales and technical resources during sales process
- "Back-Pocket" availability to Telefónica's global reach, resources and pricing
- Design and turn-up services

To learn more about this Channel Partner Program opportunity for multinational customers, email us today at telefonicaglobal@interlinkweb.com

Telefónica

interlink
communication systems