CONNECTIVITY

intec
wholesale

INTEC WHOLESALE. POWERED BY intec microsystems

Intec Microsystems are a leading Independent Distributor who specialise in the distribution of branded IT Hardware products. Our core business centres on the supply of discounted IT Hardware products from key manufacturers; HP, Cisco, IBM, Huawei, Lenovo, Juniper and APC.

We aim to be a single point of contact for IT resellers providing access to a range of IT Hardware products such as Servers and Storage, Desktops and Laptops, Printers, Networking Devices and Uninterrupted Power Supplies We also provide a wide range of IT Support Services ranging from IT Hardware Installation, IT Warranty and IT Maintenance for all the IT Hardware products we supply.

With offices in the UK, Germany, Holland, France, Italy and Spain we are confident that we can offer a high level of customer service and significant savings on IT Hardware and services from experienced and multi-lingual sales consultants.

During 2019 Intec Microsystems launched:

- **Intec Wholesale Connectivity**
- **Intec Wholesale Mobile**

We offer a range of Connectivity and Mobile services that you can directly wholesale from us.

OUR MISSION

Our mission is to be the UK's market leader for the wholesale of Connectivity and Mobile solutions to our valued partners. We aim to offer first class customer service, outstanding channel support and significant cost savings that will contribute to the positive growth and profitability of our customers.

We see ourselves as an integrated wholesale provider with our holistic service being available with as much or as little support as you require. Our focus is on delivering exceptional account management and ensuring you have access to our user friendly wholesale portal, quoting tools and streamlined order process.

It is our dedication to delivering outstanding service, coupled with our high attention to detail that we feel will lead to us exceeding our customers expectations.

"First class customer service, outstanding channel support and significant cost savings"

OUR CONNECTIVITY SERVICES – BROADBAND

In general usage, the term 'broadband' refers to a type of fast Internet connection. It's now available to 93% of premises, having its place for small branch offices and home workers. All broadband works over a copper line sometimes referred to PSTN (public switched telephone network) or WLR Premium Line (Wholesale Line Rental - business grade).

ADSL 2+

ADSL2+ provides the best bandwidth for money in the areas it is available. With download speeds of up to 24MB/s and upload speeds of 1.3MB/s it offers significant performance increases over traditional ADSL.

This service is the most common form of connectivity where premises are not yet enabled for fibre broadband and is known as the essential office broadband.

It is quick and easy to install, extremely reliable with a choice of support options and available UK wide – ADSL2+ is perfect solution for a cost effective small business Internet connection. It is also a great fit for those who wish to have a backup circuit leading to enhanced uptime and availability.

OUR CONNECTIVITY SERVICES – SUPERFAST BROADBAND

Superfast Broadband comes in several forms and can create confusion. It is delivered by replacing the largest percentage of a circuit with fibre, reducing the losses over distance that can occur with copper. This is known as Fibre to the Cabinet (FTTC). It can be misleadingly sold as fibre, with customers believing they have an end to end fibre connection. It is still a contended service and does suffer as more users subscribe to it. This also requires a traditional copper line to be installed at the premise if not already available.

Fibre to the cabinet (FTTC)

Fibre to the cabinet circuits offer speeds of up to 80Mb/s downstream and up to 20Mb/s upstream. Offering the best value for money where available, some rural locations have limited availability for this service.

Fibre to the Cabinet involves running fibre optic cables from the telephone exchange or distribution point to the street cabinets which then connect to a standard copper line to provide broadband. The combination of this with a copper cable from the cabinet to the premises means it uses the standard copper line more efficiently so that you get greater speeds for upload and download.

Ethernet First Mile (EFM)

Ethernet First Mile (EFM) is a copper-based Ethernet circuit that bridges the gap between broadband and end-to-end fibre circuits. It is ideal for businesses that have outgrown their broadband connections. Because EFM is copper-based, its performance is distance dependent - You receive a guaranteed speed from your local exchange. EFM is:

- **Uncontended** - No broadband contention ratios. The 1:1 bandwidth is all yours.
- **Symmetrical** - The upload speed is the same as the download speed.
- **Offers Redundancy** - Built on multiple copper pairs so if 1 pair fails, you're still in business.
- **Has a SLA** - Business Grade service levels see faults resolved within 8hrs.
- **Cost Effective** - Offers greater guaranteed bandwidth than is available using broadband whist maintaining an Ethernet handover interface.

Ethernet over Fibre to The Cabinet (EoFTTC)

This is a cheaper alternative to an Ethernet circuit with bandwidth and speed of a FTTC provision but non-contended.

EoFTTC is provided over a single copper pair from your business premises over the short distance to the green cabinets in the street. Unlike standard broadband where the copper then continues all the way to the exchange, Ethernet over Fibre to the Cabinet traffic travels across a shared fibre optic circuit to the exchange.

Coverage can be limited, and can be more limited than Broadband FTTC as not only do the cabinets need to be enabled but the exchanges must also be an Ethernet node in the supplier's network.

Ethernet Circuit

Ethernet circuits are high end, business grade circuits that come with guarantees. Guaranteed speed and guaranteed uptime. Unlike broadband equivalents, they have an upload speed equal to their download speeds and are uncontended – which means the bandwidth is completely dedicated to your business. Circuit speed can be delivered from 10Mbs to 1Gbs and above.

Ethernet is typically delivered over fibre, which is far more resilient than traditional copper. The circuit's characteristics make them ideal for businesses heavily dependent on internet, branch connectivity or hosted (cloud) services.

Ethernet circuits can carry both voice and data services, so legacy ISDN and broadband circuits can be displaced with their introduction. This often saves more than the cost of Ethernet introduction, making the exercise a cash positive investment.

Ethernet circuits are:

- **Uncontended** – The bandwidth is not shared. It is dedicated to you.
- **Symmetrical** – The upload speed is equivalent to the download speed.
- **Guarantee Speed** – The speed and bandwidth does not fluctuate.
- **Suitable for Voice Traffic** – Ethernet is suitable for carrying voice services.
- **Unlimited** – No limit on traffic throughput.
- **Scalable** – Bandwidth can be increased.
- **Managed with Service Levels** – Rapid response and fix times – 6-hour fix.

WHICH SERVICE IS RIGHT FOR YOUR BUSINESS?

Intec Wholesale offers a diverse range of Broadband and Ethernet products to suit organisations of every size, from sole trader, through to SME and enterprise. As a dedicated channel only provider we exclusively support business customers and ensure that our data services portfolio is free from heavy consumer traffic, which means you'll get great connectivity speeds, whatever the time of day, allowing you to focus on growing your business.

Small-Medium Office	Medium-Large Office	Large-Multi Office
Staff: Up to 10 users - Sites: 1	**Staff: 5-20 - Sites: 1-2**	**Staff: 20-200 - Sites: Multi**
Requirements • New and existing circuit solutions • Very competitive pricing **Use of data** • Essential internal and external communications • Supports multiple data users • Website access **Recommendations** • Broadband - FTTC • Broadband - ADSL 2+	**Requirements** • Homeworkers with online requirements • Voice-enabled services **Use of data** • Website, browsing, email, online docs • File transfer • Voice-enabled for hosted and SIP services • Cloud-based services **Recommendations** • Fibre Broadband • FTTC Ethernet • Ethernet in the First Mile (EFM) • Fibre Ethernet	**Requirements** • Heavy data usage • Data is business critical • High-quality service for voice and video • Security and resilience **Use of data** • High-speed internet access • Large file transfer • Video conferencing • Voice-enabled for hosted and SIP services **Recommendations** • Fibre Broadband • Fibre Ethernet • Converged Private Networks

OUR PARTNERSHIP

By becoming an Intec Wholesale partner you get access to:

A User Friendly Partner Portal

An Easy To Use Quoting Tool

A Simple Online Ordering System

Informative Partner Marketing Material

To help you reach your potential as a channel partner we are dedicated to delivering:

Expert Channel Account Management – We are here to offer you our advice and support you every step of the way.

Holistic / Bespoke Connectivity Services – We understand every customer is different and face diverse challenges.

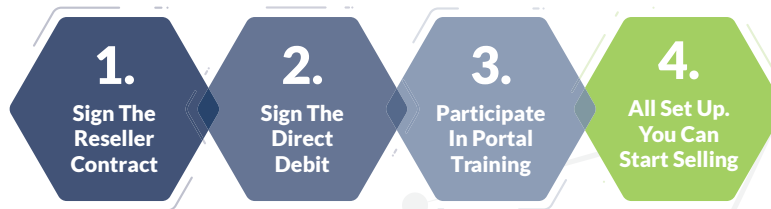**First Class Customer Service** – We will never accept anything less.

OUR PARTNERSHIP

When you become a reseller partner you will buy at wholesale prices and have the choice to invoice customers directly. This enables the wholesale partner to reinforce their brand and control their end user pricing. There is no set up cost for this facility.

Each order that you place is submitted via our online portal and then processed by our channel management team.

| Wholesale prices | User friendly ordering and support portal | You set your own selling price | No minimum sales targets | No set up cost |

If you would like to start the process to become a partner and resell the services, please see the steps below:

| 1. Sign The Reseller Contract | 2. Sign The Direct Debit | 3. Participate In Portal Training | 4. All Set Up. You Can Start Selling |

VENDORS WE DISTRIBUTE

Intec Microsystems are a dynamic IT distributor who have become one of the fastest growing business to business IT organisations within the UK. We have a dedicated team of staff who are committed to offering a trusted and reliable service, often supplying the lowest priced hardware within the marketplace.

For the full range of products and services Intec Microsystems offer, please visit **www.intecmicros.co.uk**

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