TELARUS
Alliance Network

Extend Your Capability With a Broader Bench

The Telarus Alliance Network gives you more ways to support customer needs throughout the technology lifecycle while keeping you at the center of the relationship. It's a curated network of vetted implementation, managed services, and specialty delivery partners that can extend your capabilities, from discovery and evaluation through implementation and ongoing operations.

Services Include:

- **Implementation and professional services:** architecture, configuration, deployment, migration, and integration
- **Customer experience and contact center:** design, implementation, optimization, and operational support
- **Adoption and optimization:** user adoption, solution optimization, and ongoing operational support
- **Business applications:** Microsoft and other business application implementations
- **Managed services:** ongoing support for cloud, network, security, communications, and other technology environments
- **Cloud, infrastructure, and networking:** cloud services, infrastructure, network, and SD-WAN deployments
- **AI and automation:** voice AI and other AI-related implementation and integration
- **Cybersecurity:** implementation and ongoing security services

An Extension of the Telarus Resources You Already Count On

The Telarus Alliance Network complements the suppliers and expert resources you already use at Telarus, including sales engineering, project management support, supplier vetting, solution design, and other advisor enablement resources. These resources continue to support your work as you bring in Network partner capabilities where they fit.

How It Works

1 Identify the Customer's Need

Clarify the customer's goals and determine where specialized services or ongoing support may be needed. The Telarus Sales Engineering team remains available to help shape and validate the technology solution.

2 Reach out to your Telarus Partner Development Manager (PDM)

Start with your PDM for help with finding the right fit.

3 Connect with a Telarus Alliance Network Partner

Telarus helps facilitate an introduction. You, the partner, and Telarus then discuss the need, scope, and potential fit.

4 Deliver a More Complete Outcome

The Network partner provides the agreed services while you continue guiding the broader customer relationship and technology strategy.

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Frequently Asked Questions

Who is the Telarus Alliance Network for?

The Telarus Alliance Network is designed for Telarus technology advisors who want to expand the capabilities they can bring to customer opportunities. It can support advisors serving customers across several industries, company sizes, and technology areas.

Is the Telarus Alliance Network a new supplier program?

No. The Telarus Alliance Network is a curated network of services partners. It complements Telarus' existing supplier portfolio and resources, giving advisors additional ways to support customer needs.

How are Telarus Alliance Network partners selected?

Telarus curates the Network by evaluating partners' experience, capabilities, delivery track record, and ability to work effectively with technology advisors and their customers.

Who owns the customer relationship?

The advisor remains the customer's trusted guide and leads the broader relationship. Network partners contribute specialized services and capabilities where they fit the opportunity.

How does Telarus Alliance Network work with my existing Telarus resources?

Telarus Alliance Network complements the services you already receive from Telarus, including sales engineering, project management support, supplier vetting, solution design, and other technical and business support.

How does compensation work?

Compensation and economic arrangements may vary depending on the partner, service, and engagement structure. Please contact your Telarus Partner Development Manager for guidance on a specific opportunity.

What if I have questions about a specific customer opportunity?

Start with your Telarus Partner Development Manager. They can help you clarify the customer's needs, explore potential partner options, and identify next steps.

