

CHANNEL PARTNER PROGRAM

WHY PARTNER WITH ECI?

Partnering with ECI allows you to work with a trusted and transformative leader in the industry, delivering value to your clients, and driving revenue through high-quality, scalable solutions.



FAST FACTS

- 1 ECI is the most transformative business partner in the industry. With over 30 years of experience, ECI offers channel partners credibility and deep industry knowledge.
- 2 ECI is a global leader with 900+ employees, 1,000+ clients, 250+ engineers, 15 global offices, and 30+ years of experience.
- 3 ECI delivers a full range of secure and compliant solutions that disrupt the market, including cloud infrastructure, cybersecurity, data protection, and IT support tailored to the regulated businesses.
- 4 Channel partners receive dedicated support, marketing resources, and training, ensuring confidence in delivering ECI's solutions to clients, even when IT isn't their core expertise.
- 5 Partnering with ECI helps channel partners enhance their offerings, grow their business, and align with a trusted industry leader in IT and cybersecurity solutions.
- 6 ECI's partner program offers attractive margins, recurring revenue streams, and upsell opportunities in cybersecurity and cloud services, enhancing partner profitability.

WHY ECI

Reputation & Industry Expertise

ECI has a proven track record of over 30 years serving SMB, Mid Market and Enterprise firms, globally. Partners can leverage ECI's reputation to add credibility and trust.

ECI has a deep knowledge of regulations, compliance requirements, and operational best practices.

Cloud, AI & Data

Leverage ECI's cloud, AI, and data solutions to help your clients meet security and compliance requirements through tailored digital solutions that optimize daily operations.

Comprehensive Managed IT Solutions

Access to a full suite of managed services, including cloud infrastructure, cybersecurity, data protection, and IT support that meet the specific needs of your client's business.

Revenue Growth & Profitability

Maximize channel profitability with attractive margins, recurring revenue streams through managed services, and the ability to upsell additional products and services to drive long-term revenue growth.

Focus on Cybersecurity

Extensive cybersecurity solutions that provide a competitive edge for channel partners and can help your client's stay ahead of ever-evolving cyber threats.

World-Class Support & Resources

Dedicated and responsive support helps ensure that channel partners can deliver seamless service to their customers, boosting client satisfaction and retention.