

NETWORK BILLED MOBILE

# Earn big from **DAY 1** with Network Billed Mobile

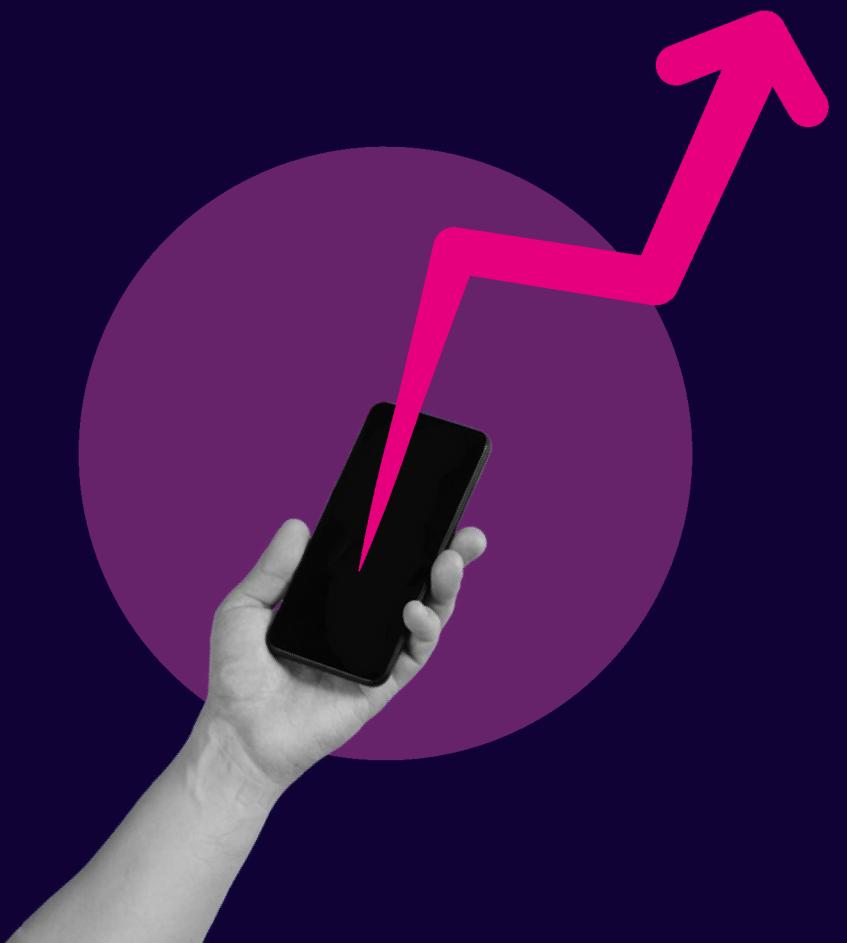
V2 16.01.2024



## WHY GIACOM FOR MOBILE?

At Giacom we offer Channel partners the opportunity to generate long-term, high-value revenue with our market-leading and multi-award-winning mobile proposition.

With over 25 years of unrivalled experience in the mobile industry, we are your ultimate partner for success. Whether you're a seasoned reseller or just entering the mobile market, our dedicated support teams are committed to fuelling your growth and driving new business opportunities.



## INTRODUCING NETWORK BILLED MOBILE

Earn up-front cash and nurture the customer relationship while the network handles the billing.



Earn big, with revenue share and bonuses



Network handles billing and cash collection



Utilise distribution agreements with O2, Vodafone and EE



Vastly experienced Giacom Support Team to assist and retain business



The widest choice of mobile tariffs with bespoke options available



Low risk and low investment to start selling

## EARN UP-FRONT CASH TO FUND COMMERCIALS AND HARDWARE

Take advantage of our distribution agreements with O2, Vodafone, and EE and capitalise on the most competitive commercials in the marketplace.

Network Billed Mobile from Giacom provides a platform for offering your customers a wide range of voice, data, and digital tariffs, as well as add-ons, across the three major UK networks, without the need for a complex billing system.

Coupling choice with our industry-leading network commercials gives you a solid mobile offering for your customers and means you are placed to build a base that is both loyal and profitable.

Sell the three major UK networks

O2

- 9 Uswitch Telecoms Awards 2023 Most Popular Mobile Network
- 9 Industry-leading perks with free EU roaming and O2 Priority
- 9 Dedicated O2 partner portal offering sales and marketing support



Vodafone

- 9 Voted Best Network for Business at the Mobile News Awards 2023
- 9 Excellent roaming options and entertainment packs
- 9 Extensive tariff offerings for SMEs and large businesses



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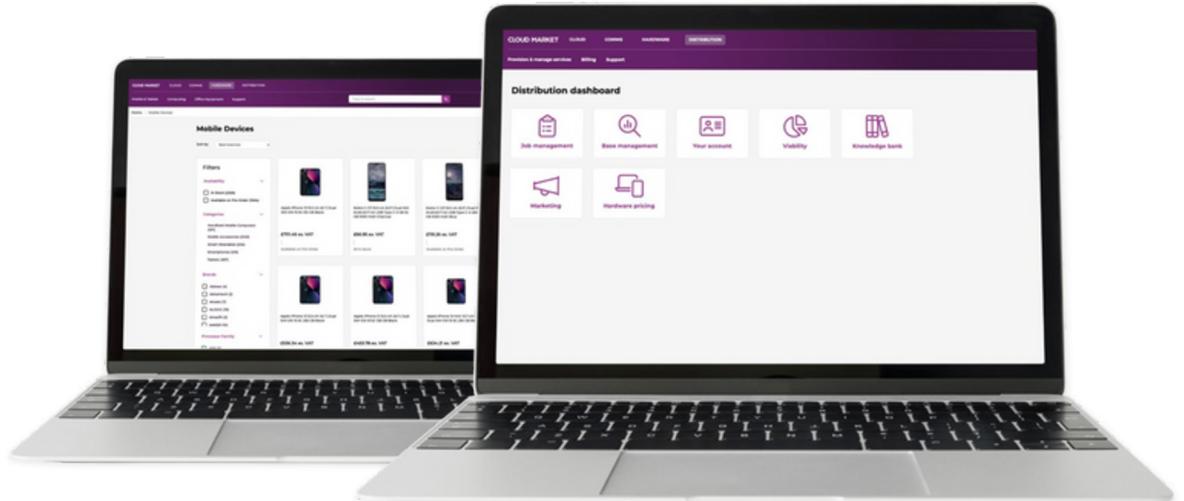
- 9 RootMetrics No 1 Network 10 years in a row
- 9 Scalable tariffs options for SOHO, SMEs and corporates
- 9 Access to Apple Music, TNT Sports, Office 365 and more



## COMPLETE CONTROL WITH CLOUD MARKET

Easily manage your mobile orders, customers, and product knowledge.

- 9 Complete management of your customer base
- 9 Manage all financial interactions with Giacom
- 9 Compare network commercials and build competitive deals
- 9 Access to white-labelled marketing assets, brand guidelines and imagery
- 9 Self-service and provisioning with the Cloud Market for Vodafone Business portal, O2 Proposition, and EE's Business Partner Sales Tool
- 9 Gain additional revenue with Mobile Hardware - [read more](#)



**CONNECT  
IN CLOUD**  
CONNECTION • COMMUNICATION • COLLABORATION

## SELF-SERVICE AND PROVISIONING PORTALS

Partners providing O2 and Vodafone Network Billed Mobile services through Giacom now enjoy direct access to seamlessly manage their customer base and connections via two cutting-edge portals. These portals offer automation to improve SLAs, accelerate onboarding, streamline order processing, and reduce operational costs. Unmatched in the Channel, no other distributor can empower partners with this level of control.

Cloud Market for  
Vodafone Business Portal



O2's Proposition  
Provisioning System



## YOU CAN EARN BIG FROM EVERY CONNECTION

Partners earn generous revenue share and bonuses from the start of the customer contract.

This promotes healthy cash flow and supports bespoke commercials and hardware purchases.

### Revenue share and bonus model

The below revenue share and bonus example is taken from a real tariff on Vodafone.

Line rental (£52) **X** Revshare (40%) **X** Contract term (36m) **=** Total revshare £748.80

+ new connection bonus: £422

**Total: £1,170.80**

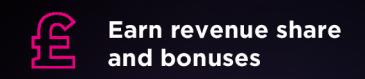
Paid in full on month after connection.



Network contract



Network billed



Earn revenue share and bonuses

### How do partners make money selling Network Billed Mobile?

- Commercials on Network Billed Mobile work on a revenue share and bonus model.
- Revenue share, which is linked to the line rental and contract duration, can be paid to the partner upfront for the entire contract duration or monthly.
- One-off bonuses, paid in full and upfront, can be earned by the partner, rising with the cost of the monthly line rental sold.
- Prebuilt and network designated tariffs and promos on 30-day, 12m, 24m and 36m terms. Partners benefit from healthy cash flow that
- supports bespoke commercials and hardware purchases.
- The network handles all ongoing billing and cash collection while the partner maintains ownership of the customer and future resign opportunities.
- Partners can utilise Giacom's close relationships with the networks to secure even more funding to build winning proposals.



600+ partners  
selling Network  
Billed Mobile



#1 independent  
mobile distributor  
in the UK



Multi-award-  
winning  
proposition  
and service



Over 25 years of  
experience and  
expertise



**“The opportunity for building mobile services into your portfolio is vast. At Giacom, we strive to make it a simple and successful venture for our Channel partners.”**

Andrew Wilford, Managing Director - Mobile at Giacom

# READY TO START SELLING NETWORK BILLED MOBILE?

Book an appointment with one of our specialists  
who will guide you through the next steps.

[Book now](#)



Discover our  
Wholesale Mobile  
proposition

[Find out more](#)

