



# ASCOM PARTNER SUPPORT PROGRAM – PROFESSIONAL AID FOR PROFESSIONAL SUPPLIERS



Ascom Partner Support Program offers a wide range of services supporting your business whether you are a distributor, reseller or system Integrator. Our services are tailor-made to meet the needs of our partners during the entire lifecycle of an Ascom system. A dedicated team with proven specialist competence and vast experience is ready to support your business.





**SERVICES TAILOR-MADE FOR YOUR SUCCESS**

As an Ascom Support Partner you will benefit from our services from day one. Our dedicated team will assist you in becoming successful in deploying Ascom systems. Our services are tailor made for every phase of system lifecycle from initial sales to migration of a system to the latest technology. Our professional services focus on supporting you at every juncture of the lifecycle.

**Sales**

During the sales pitch to potential and existing customers you will have access to our Consulting Services, This service comprises of need analysis and system specification that will assist you in creating technology proposals for your customers. Furthermore it can cover functional integration towards 3rd party system. We have an extensive integration service securing functionality with 3rd party products.



**Design**

While designing Ascom systems you will have access to the Ascom engineering team for Solution Design advice and Technology verification – to ensure that your proposed solution meets customers’ needs. As a support partner you can request network assessment and integration tests for securing successful deployments.



**Commissioning**

During commissioning we can assist with configuration services for successful system start up. At your request we can offer training where we will provide customised workshops for specific customer solutions including assistance during commissioning.



**Operation**

We can provide continuous performance analysis and system optimisation. The service will help you to improve and tweak successful deployed systems. During operation our Technical Assistance Centre (TAC) will be the backbone for your engineering team providing, remote and on-site services. Our team has vast experience including our expert skills in troubleshooting methodology.



**Migration**

Our migration service will enable you to retain customers and move systems to latest technology available.



[ [www.ascom.com/ws](http://www.ascom.com/ws) ]

### **Certification programme**

Is it possible to certify success? When joining the Ascom Partner Support Program you will become certified on Ascom systems ensuring that you will have the required competence. Being Ascom certified will convey to your customers that you as a certified Ascom Support Partner have the tools, skills and knowledge to provide solutions based on Ascom technology, moreover that you have Ascom technical organisation to back you up as an Ascom Support Partner.

