

UBIQUITI UNIFI ENTERPRISE PROGRAMME

OVERVIEW

July 2024

Ubiquiti UniFi Enterprise partner programme

Exclusively available to, and sold through, channel from approved Ubiquiti UniFi Enterprise distributors.

Tailored for MSPs, installers and VARs.



Exclusive selling rights to this expanding list of enterprise products.



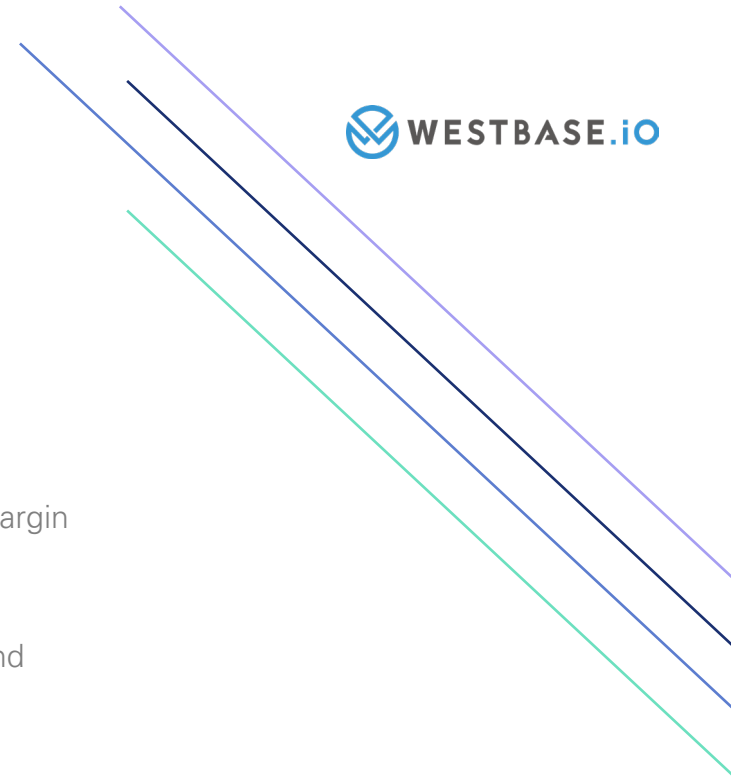
Deal registration to maintain project protection and guarantee margin.



Increased profitability from higher net margin products.



Pre-sales support to answer questions and scope projects.



Selling UniFi Enterprise products

Helpful information.

- ✓ Benefit from **extended discounts** from MSRP.
- ✓ Each enterprise product sale must be **registered and approved** by Ubiquiti before it can be processed, ensuring integrity in the channel and protecting your investment.
- ✓ Westbase.io, as your Ubiquiti UniFi Enterprise Distributor, will require you to **share deal information** with us so that we can submit it to Ubiquiti via their online portal.
- ✓ This must **include the end user customer**.
- ✓ Once the approval has been received back from Ubiquiti, Westbase.io will be able to **process your order**.

Professional services

Available from Ubiquiti to enhance your enterprise sales.



Expert Pre-Sales

Large-project assistance

Expert solution architects

White glove service



Site Support

24-hour urgent coverage

World-class engineers

Named support contact



UI Care

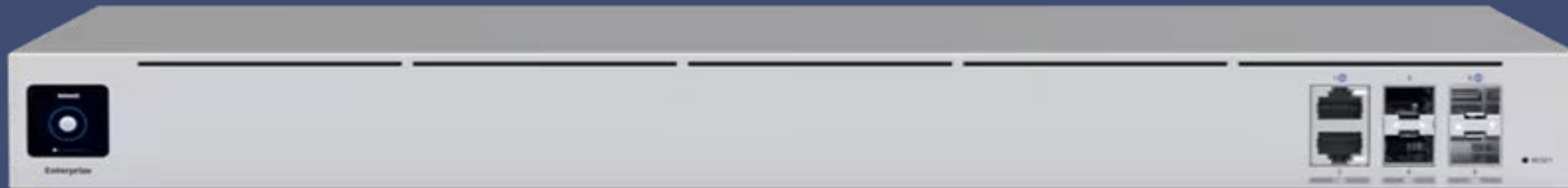
Expedited hardware replacement

Free return shipping

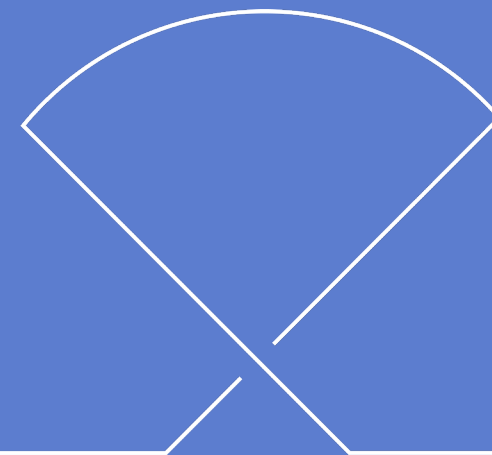
Unlimited 5-year service

Introducing the new UniFi Enterprise range

Starting with the Enterprise Fortress Gateway, but with plans to introduce brand-new, high specification solutions for enterprise across all core product groups.



Ask us about our Total Cost of Ownership calculator to see what you and your customer could save with a Ubiquiti Enterprise solution.



MORE ABOUT
UBIQUITI &
WESTBASE.IO

Ubiquiti Introduction

Founded in 2003. Over 20 years of making advanced network technology affordable and accessible.

UniFi: Building the future of IT.



Ease of use: thoughtfully designed software that is quick and easy to learn.



Infinite scalability: easily manage 10,000 at 1 location, or across 10,000 different locations.



Advanced functionality: rich feature-set to align network security and performance with organisational goals.



Actionability: Detailed analytics, intelligent alerting and guided recommendations.



License-free: No hidden fees and ongoing licenses are required, reducing TCO.



Full stack portfolio: gateways and security, switching, WiFi, camera security, access control.



\$8.9 billion market capitalisation (July '24).



Nearly 85 million devices shipped.



200+ countries & territories served.

Westbase.io introduction



Founded in 1988, still independently owned and channel-only focused.

35+ years of serving the channel with leading services, network access, and XR solutions.



Wireless specialists, networking and XR experts, and your leading distribution partner.



100s of 1000s of people, applications, and places connected to the data and services they need.



UK and EU presences, so we're always local to our partners.



Our mission is to empower our channel with the right tech and the right support.



Working with partners for over 35 years, we deliver services which are designed to complement your existing capabilities.



ISO9001-, ISO45001- and Cyber Essentials-certified, demonstrating our commitment to quality, safety, and security.





THANK YOU

FOR MORE INFORMATION PLEASE CONTACT:

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