



Power in Partnership

BREAK FREE FROM YOUR EVERYDAY

Digital Wholesale Solutions is the **#1** independent communications, IT and software solutions provider to the Channel.

We exist to make life simple for our partners, helping them to grow. Our comprehensive portfolio offers the best products, at the best price, on the best platforms and powered by the best people.

One of the highest partner satisfaction scores in the industry with an NPS of +50

A constantly evolving portfolio of digital infrastructure solutions

Training, collateral and specialist support, anytime, anywhere

We have the simplest, low risk commercial terms in the market

An award-winning, easy to use portal with rich APIs





Digital Wholesale Solutions' product portfolio

Our extensive range of communications, IT and software solutions



Connectivity

We offer future-proof solutions, including broadband, Ethernet, WiFi and SD-WAN, to suit any type of customer

[Learn more](#)



Mobility

Our mobile propositions offer flexibility with both white labelled and network-branded options from the leading carriers

[Learn more](#)



Voice

We are a multi-network provider offering reliable voice solutions, including WLR, SIP trunking and global voice

[Learn more](#)



IP Communications

With our hosted voice solutions, you can take your customers on the journey to IP telephony with expert advice and support

[Learn more](#)



Software Marketplace

A suite of the best in house and off the shelf Software-as-a-Service products

[Learn more](#)



Product Supply

Transform your product offering with hardware and software from market-leading suppliers, available on a Tech-as-a-Service scheme

[Learn more](#)

New product launches in 2020 Expand and explore the possibilities



Guardian Security

Guardian Security from DWS is a multi-tenanted, best of breed technology that provides a layered security solution to protect your customers from cyber attacks

[Learn more](#)



SIP2teams

SIP2teams is a Direct Routing Solution that integrates the Digital Wholesale Solutions SIP Trunking services into Microsoft Teams

[Learn more](#)



Webstore

Get direct access to competitively priced mobile and IT hardware from world-class vendors, and convert costs into a monthly subscription with TaaS

[Learn more](#)



SOGEA

Single Order Generic Ethernet Access (SOGEA), is a cost-effective and future-proof connectivity solution which delivers data and over the top IP services without the requirement for a WLR service

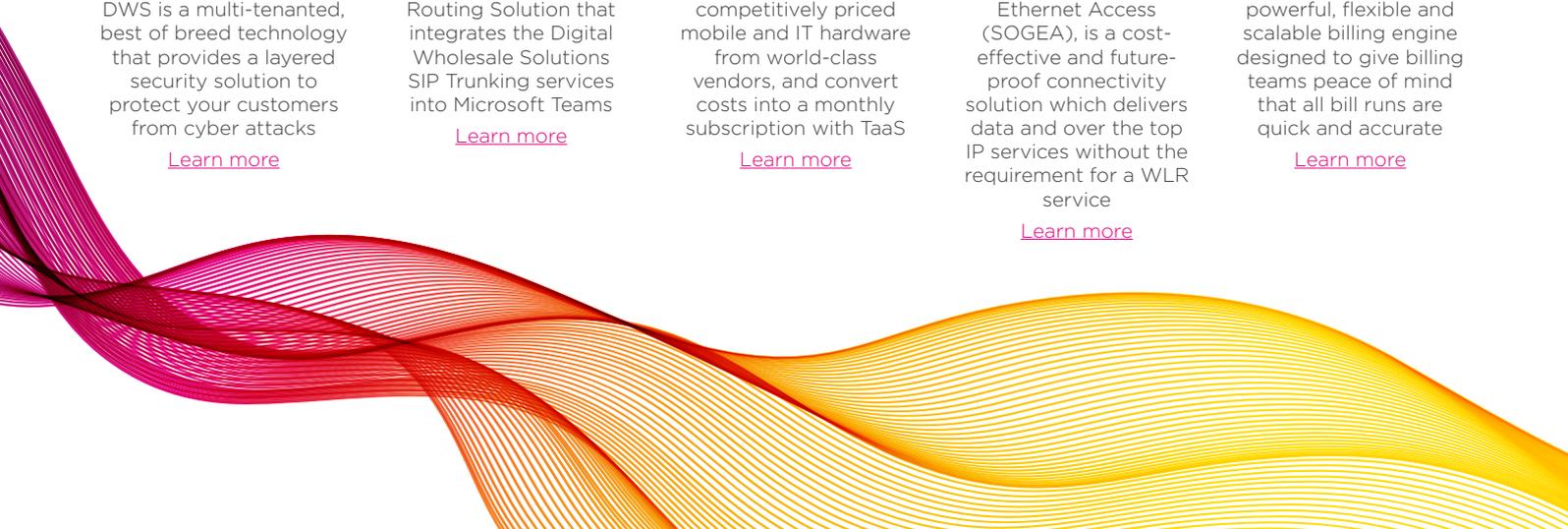
[Learn more](#)



Affinity Billing

Affinity Billing is a powerful, flexible and scalable billing engine designed to give billing teams peace of mind that all bill runs are quick and accurate

[Learn more](#)





Digital Wholesale Solutions is a true partner
Be part of something amazing

Large scale partner networking events with DWSfest

Champagne Moments to reward our partners' hard work



Fun and rewarding incentives and promotions to enter



Partner Training Days led by our award-winning teams



Co-hosted partner events with major suppliers, networks and vendors



Multi-award-winning business, products and teams



"Digital Wholesale Solutions' simple terms make the process of buying and selling their products straightforward and allows us to spend more time focusing on developing our business. Their wholesale proposition is simply wonderful."

Focus

"We are delighted by the professional advice we always receive. Digital Wholesale Solutions always respond quickly to our calls for advice or support and we have found the online support and faults system to be an asset."

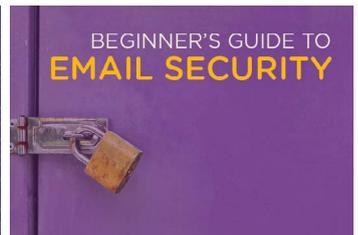
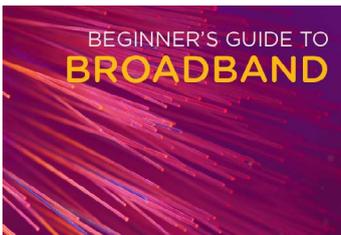
Brontel Ltd

[See more of our awards and partner testimonials](#)



Partner training and support

Hardware Hub, News, Product Guides, Podcasts, Webinars and more



Are you interested in becoming a partner?

Discover our different models and find the best fit for your business

Partnering as a reseller

Partners looking to own the contractual relationship with the end-user can partner with us on a reseller basis. This is where the partner can buy for X and sell for Y, contracting with the end-user and providing first-line support, billing and cash collection.

Partnering as a virtual reseller

This is a similar model to that of a reseller but, as a virtual reseller, the partner does not need to worry about any aspect of billing, cash collection or Direct Debit management. Instead, they are free to concentrate on selling to, and supporting, their end-user customers.

Partnering as a dealer

Partners on our dealer model are able to focus on selling network and vendor-branded products. In support, DWS provides the product, installation where needed, billing, cash collection and first and second-line support.



Power in Partnership

OUR FRIENDLY PARTNER TEAM ARE HERE TO HELP:

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Get in touch