

FIFTEEN

THE ANTI-DISTRIBUTOR:

Your service & capability extender

**Our 15 promises
to every Australian
technology service
provider.**

WE'VE **SMASHED** TRADITIONAL I.T.
DISTRIBUTION MODELS FOR GOOD.

LEARN HOW >

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Welcome to
the **new**
Fifteen.

Fiona Hodges
Head of Sales FIFTEEN XV

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Here at XV, we are on a mission to redefine the landscape of technology distribution in Australia.

And unlike traditional distributors, that means we **won't** just supply you with products, and expect you to do all the hard work.

Instead, we **extend your technical & solution capabilities** through a strict services-first mentality, to empower your business to do more.

So **here are our 15 promises that set us apart** and showcase our **commitment to smashing traditional models** for the benefit of all Australian IT businesses (a.k.a. you).

We're serious about your growth and success. And here's how we're ready to help >>

We promise to:

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~~Transact with you~~

Grow your wallet share

Rather than simply sell & clip margins like most distributors, we are committed to a partnership which actively helps you increase the wallet share of each customer relationship through collaborative service and value-adds.

By optimising every element of service, we help you enhance your clients' experiences to increase their loyalty and spend with you.



~~Offer stock standard technologies~~

Embrace next-gen cyber services & tech

Stay ahead of the curve with the latest technologies. We continually scout and integrate cutting-edge innovations, ensuring you can offer your customers the most advanced enterprise grade solutions out there - like CTEM and SASE - which are now accessible to any size IT partner using our capabilities.



~~Sell you the same stuff everyone else does~~

Help you differentiate

IT and cybersecurity can be a crowded market, and it can be hard to stand out when everyone offers the same thing.

So we help partners deliver unique services that differentiate them in market to attract and retain more business.



~~Be your supplier~~

Be your partner

At Fifteen, we exist to be your partner every step of the way, starting from sales & marketing, through to design and deployment.

Our team is dedicated to extending your service & capabilities. We're in this together.



~~Provide you products~~

Build you ready-to-resell services

We don't simply sell products and leave you to it; we provide comprehensive solutions tailored to your specific requirements. Everything XV offers is 100% ready to resell.

Our approach ensures that you can deliver complete, value-driven offerings to your clients using our resources.



~~Complicate your certifications~~

Take care of certifications for you

New technology or vendor partnerships usually means certification complexity and training overheads.

But our model means you can simplify your operations by consolidating your vendor relationships through Fifteen. You can now leverage our certifications and talent across a broad portfolio of technologies and services.

~~Rest on our laurels~~

Invest in innovation



We play different, so naturally innovation is at the core of what we do.

At minimum, we invest 10% of profits back into R&D to continually research and upskill in new technologies and methodologies, ensuring that you have access to the best and most forward-thinking solutions in the market for you & your clients.

~~Ignore partner requests~~

Listen to partners & embrace feedback



Your feedback, comments and requests are invaluable to us.

You know what you & your customers need. So we promise to actively seek and incorporate your insights to improve our offerings and better meet your needs, fostering a collaborative and responsive partnership.

~~Do whatever it takes~~

Do clean business



Integrity and transparency are fundamental to our operations.

We conduct our business ethically and responsibly, ensuring that our practices reflect the highest standards of professionalism.

~~Run our own race~~

Stay on this journey with you



Your success truly is our success. So we are committed to supporting you every step of the way; providing the resources, expertise, and guidance you need to navigate challenges and seize opportunities.

Not just across technologies but in business growth, too.

~~Add complexity~~

Simplify introduction of new technology



Introducing new technology can be daunting.

Our onboarding & partner enablement makes it easy by taking care of vendor certifications and providing the necessary support, training, and resources to help you seamlessly integrate and deploy innovative solutions for you clients.

~~Focus on ourselves~~

Drive sustainability

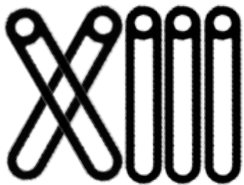


We are dedicated to driving sustainability in every aspect of our business to make sure we have a positive impact on the world around us.

Our commitment to environmental, social, and governance (ESG) principles ensures that we contribute positively – including helping you meet your sustainability goals, too.

~~Chase quick sales~~

Commit long term



Our focus on economic sustainability means we are here for the long haul.

We strive to build a resilient and financially sound business that supports your growth and stability.

~~Celebrate our wins~~

Celebrate your wins



Your achievements are worth celebrating.

We recognize and honour partner successes, reinforcing the value of working together for mutual success.

~~Be conventional~~

Change the way you think



We challenge conventional IT reseller thinking and encourage you to break away from the traditional models that the rest of the industry are following.

By fostering a mindset focused on innovation and growth, we help you see new possibilities and drive your business forward.