



Grow Your Business With ComTec

Expand Your Services. Strengthen Client Relationships. **Create More Value.**

About ComTec

For over 35 years, ComTec Systems has helped organizations improve communications, reduce costs, and get more value from their technology investments. With more than 3,000 clients, nationwide capabilities, and 24/7 U.S.-based support, ComTec combines proven expertise with white-glove service to deliver solutions built around each client's needs.

Why Partner With ComTec?

Our partner program is designed for organizations looking to bring more value to their clients, expand their capabilities, and create new revenue opportunities—without having to build additional expertise or resources internally.



Create New Revenue Opportunities

Earn commissions on eligible opportunities while helping your clients solve more challenges through **ComTec's** broad portfolio of cloud and consulting solutions.



Strengthen Your Client Relationships

Bring additional solutions and expertise to your clients while maintaining the trusted relationships you've already built. **ComTec** works as an extension of your team—not as a competitor.



Expand Your Offering Without Expanding Your Team

Give your clients access to specialized communications, connectivity, telecom, energy, and tax expertise without adding employees, platforms, certifications, or internal resources.



We Do the Heavy Lifting

From initial discovery and analysis through solution development, implementation, and ongoing support, **ComTec** provides the expertise and resources needed to move opportunities forward.



Sales & Marketing Support

Gain access to experienced specialists, co-branded materials, campaigns, webinars, educational content, and other resources to help identify and develop opportunities within your client base.

How it Works

1. Identify an Opportunity

Recognize a client need or potential opportunity that aligns with **ComTec's** **Cloud or Consulting** solutions.

2. Register the Opportunity

Share the opportunity with **ComTec** so it can be connected to your organization and the appropriate next steps can be determined.

3. Bring In the ComTec Team

ComTec brings in the right specialists based on the opportunity and works with you to determine how and when to engage with the client.

4. Engage & Deliver

ComTec provides the expertise and resources to identify the opportunity, build the right solution, and manage the process from start to finish.

5. Create Value & Earn

When an eligible opportunity results in business, you create additional value for your client while earning commissions based on the applicable partner agreement.

You maintain the relationship.
ComTec provides the expertise and execution.



35+ Years Proven Experience



80% Win Rate
Partner-Driven Opportunities



Expand the solutions you can bring to your clients with communications and connectivity services designed, implemented, and supported by ComTec.

UCaaS | CCaaS | Network & Connectivity | POTS Alternative | AI, Analytics & Call Recording



Bring specialized cost reduction and financial expertise to your clients with minimal lift from your team.

**Telecom & Cellular Cost Reduction | Energy Cost Reduction |
VoIP & UCaaS Cost Reduction | Federal Tax Incentives**



Start With One Client

You already know your clients and where opportunities may exist. Bring us one customer or opportunity, and we'll help you determine where ComTec can add value.

You bring the relationship. We bring the expertise. Together, we create more value for your clients.

Let's identify one opportunity together.