



Partner Program Deck

Build a Telecom Business Around WISPGate

Recurring revenue, implementation projects, migration services, regional expansion, and long-term customer ownership. Powered by a carrier-grade OSS/BSS platform built for ISPs and telecom operators.

WISPGate is not a lightweight reseller product. It is a telecom operations platform powering ISP billing, AAA/RADIUS, CRM, automation, network operations, FTTx, hotspot, LTE/3GPP, and infrastructure orchestration.

The partner program is designed for operators, consultants, MSPs, system integrators, and regional telecom players who want to build recurring business around a serious platform.

WISPGate is looking for long-term regional relationships — not mass affiliate signups. We work with partners who understand ISP operations, telecom infrastructure, customer growth, and long-term execution.

Why Partner With WISPGate

Most telecom software partnerships fail because there is no real commercial depth. WISPGate creates multiple revenue layers around software licensing, onboarding, migration, implementation, integrations, training, and long-term account growth. Partners are not limited to introducing leads.

They can build operational and commercial leverage around the platform itself.

Recurring Monthly Revenue:

Earn continuous recurring income from active customer subscriptions.

Implementation & Migration Projects

Monetize onboarding, migration, deployment, training, and operational setup.

Regional Market Expansion

Represent WISPGate in-country with local sales, relationships, and market access.

Telecom Ecosystem Leverage

Build additional business around integrations, infrastructure, support, and managed services.

Partner Categories

Different partners create value differently. Some generate opportunities, others actively build and operate markets. The WISPGate Partner Program is intentionally structured around two clear collaboration models.

1. Referral Partner – 5% Monthly Recurring

Designed for consultants, connectors, influencers, and telecom professionals with warm-market reach.

Referral Partners introduce qualified opportunities to WISPGate and participate in recurring revenue without managing sales operations or technical delivery.

Ideal For:

- Consultants
- Existing telecom vendors
- Industry connectors
- MSPs
- Community leaders
- Existing ISP relationships

Responsibilities:

- Introduce qualified opportunities
- Maintain relationship trust
- Support initial introductions

Benefits:

- 5% monthly recurring revenue
- No operational burden
- Long-term passive income opportunity
- Access to partner material and positioning assets

2. Premium Partner – 20% Monthly Recurring

Designed for serious regional operators capable of representing WISPGate commercially and operationally.

Strategic Partners actively participate in sales, onboarding coordination, local market representation, and customer growth within their region.

Ideal For:

- Regional telecom companies
- System integrators
- ISP consultants
- Telecom MSPs
- Local support providers
- Market operators

Responsibilities:

- Local market development
- Sales participation
- Customer relationship management
- Coordination with WISPGate sales/support teams

Benefits:

- 20% monthly recurring revenue
- Priority partner support
- Regional growth opportunity
- Co-selling and strategic collaboration
- Long-term market ownership potential

Revenue Framework & Benefits

Built around long-term revenue, not one-time commissions.

- Monthly recurring revenue participation
 - Deployment & migration service opportunities
 - Training & operational consulting
 - Integration & ecosystem projects
 - Access to sales & technical enablement
 - Co-selling opportunities with WISPGate
-

Join The Program

A serious telecom partnership requires alignment, operational readiness, and market fit. The onboarding process is designed to ensure both sides can scale successfully together.

Step 01 — Apply and qualify

Submit market profile, business model, technical capabilities, and strategic fit.

Step 02 — Review and align

Discuss partner type, regional fit, target customer profile, and collaboration scope.

Step 03 — Enable and train

Provide access to material, demos, training, and the core sales/execution toolkit.

Step 04 — Launch and grow

Begin with active opportunities, delivery coordination, and structured expansion