



Connexus launches channel partner program for small and medium-sized businesses

Seeking local IT businesses to help SMBs take advantage of cloud-based business systems

Sydney – 17 August 2020 – Connexus, the leader in enabling small business success through technology, has launched a channel partner program targeting local IT businesses who are already working with small and medium-sized businesses, and are looking for a supportive telecommunications partner. Resellers of Connexus' suite of business-grade communications products, which are designed with small businesses in mind, will receive support to help generate leads, deliver proposals and dedicated tech support. "We view our channel partners as an extension of our business and a key part of our strategy in how we communicate with our customers in the small and medium business sector," Lee Atkinson, General Manager of Connexus said. "Local IT businesses are trusted partners for many SMBs but they often don't have the skills or knowledge to assist in telecommunications. SMBs are actively looking to utilise the NBN backbone and move legacy systems into the cloud. COVID-19 has highlighted the importance of having a nimble cloud-based business operation." Connexus already has several pilot channel partners operating in South Australia and Tasmania and is looking to extend their presence Australia-wide. By working with Connexus, partners can better assist their existing customers and add revenue in the form of commissions for the life of the customer - without having to skill up on telecommunications. Connexus is dedicated to making business technology simpler, smarter and more accessible for Australia's small and medium sized businesses. It has shown its commitment to this sector by investing in an innovative 'Pay It Forward (Pay It Fwd)' program to support local businesses. For more information visit <https://www.connexus.com.au/channel-partners>. Lee Atkinson, General Manager, Connexus /ENDS About Connexus Connexus solves the pain of technology for small business. Connexus makes business-grade phone, mobile and NBN easy to understand, quick to setup and simple to use, leveraging world-class innovation and investment to create the best business telecom experience for SMBs. Connexus is part of the MNF Group, one of Asia-Pacific's fastest growing technology companies. Listed on the ASX since 2006, it is now twice the winner of the Forbes Asia-Pacific "Best under a Billion" award. MNF develops and operates a global communications network and software suite enabling some of the world's leading innovators to deliver new-generation communications solutions. For further information about Connexus visit: <https://www.connexus.com.au/> For further information please contact: Sue Ralston Einsteinz Communications T: (02) 8905 0995 E: sue@einsteinz.com.au

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