

CLOUD GATEWAY

# PARTNER

## PROGRAMME

Delivering brilliant  
outcomes together

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# Why partner with Cloud Gateway?



## Cloud-native network solutions

Cloud Gateway delivers secure connectivity, unified security, and complete observability through a UK-based SASE-as-a-Service platform. We're reimagining the enterprise network, challenging outdated models and setting a new standard for how technology should operate.



## Attractive commercial terms

We believe in transparency and long-term value. Whether through revenue-sharing models or direct resale, our commercial structures are designed to benefit all parties involved. We all win together.



## Flexible partner models

We offer a range of partnership options, from referrals to fully integrated technology collaborations, giving you the flexibility to work with us in a way that suits your business.



## Customer-centric excellence

Your customers become our priority. We provide dedicated account management and technical support to ensure they get the best service, while you stay in control of the relationship.



## Proven success across sectors

We work with many sectors, including finance, healthcare, central and local government - and have rapidly build a reputation as a trusted advisor in each. Our solutions are agnostic, which uncaps our serviceable addressable market.



## Influence our product roadmap

We listen to our partners. Through regular meetings and collaborative events, we gather insights on your customers' challenges and pain points. Everything we learn shapes the development roadmap for our platform, services, and portal features.

# Our partner ecosystem

We're at the heart of a dynamic partner ecosystem where technology, expertise, and shared ambition drive transformative customer solutions.

## CUSTOMER

Has a need or wants to achieve an outcome

## CLOUD GATEWAY PARTNER ECOSYSTEM

Partners work alone, or with Cloud Gateway, to refer opportunities and/or provide complimentary services and value add, to meet the customer need.

Partners or Cloud Gateway may lead the engagement depending on the scenario.



# 1. Cloud service providers (CSP)

**Cloud Gateway supports cloud IaaS, PaaS and SaaS solution providers by driving consumption of their services.**

CSPs partner with Cloud Gateway because it enables quicker and more flexible connections to their services, unlocking both immediate and future consumption. By acting as a network bridge, Cloud Gateway also helps businesses move from on-premises environments to the cloud with minimal delay, opening up future consumption opportunities.

Unlike with traditional telcos, cloud service providers benefit from a quicker path to revenue, as Cloud Gateway's infrastructure allows for faster service adoption and deployment. Through private connections, Cloud Gateway can serve security conscious organisations who are hesitant to use the internet as backbone.



We offer quicker connections to cloud, enabling customers to adopt your services more rapidly, generating revenue sooner



We facilitate a smooth transition from on-premise to the cloud, minimising delays and opening up new opportunities for future service consumption



Enhanced security for sensitive clients - customers can confidently access and use your cloud services without relying on the public internet



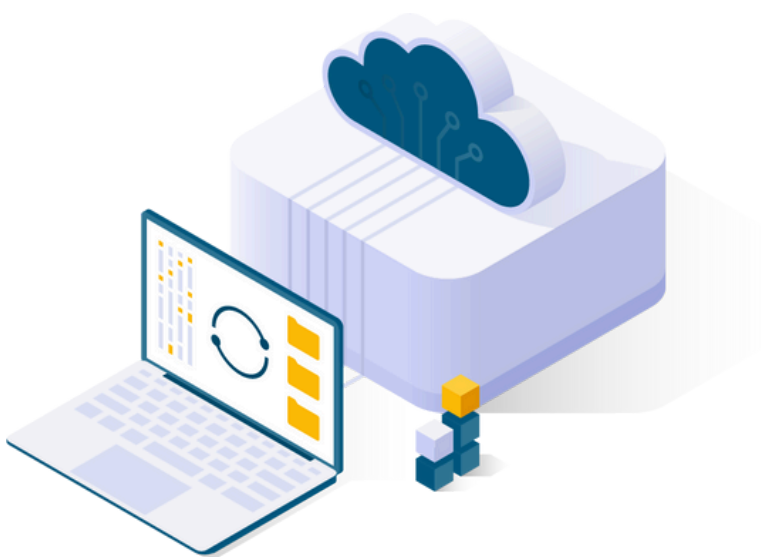
Active engagement with your partner network events, with dedicated Cloud Gateway staff per vertical

## 2. Channel partners

**Cloud Gateway empowers their channel partners by embedding network services into their solutions, allowing the partner to maintain full control of the operational and contractual relationship.**

By partnering with Cloud Gateway, channel partners can offer their customers faster, more flexible network connections and security services, while ensuring minimal disruption and maintaining the focus on their own brand and pre-established customer relationships.

Whilst the end customer may not be aware of Cloud Gateway's involvement, as services are integrated behind the scenes - partners can strengthen their portfolio and improve customer satisfaction, all while benefiting from Cloud Gateway's reliable, secure network infrastructure.



Maintain complete control over operational and contractual relationship, allowing you to keep the focus on your brand and customer experience



By embedding Cloud Gateway's services into your solutions, you can offer your customers faster, more flexible network connections and security services



Our services are integrated behind the scenes, ensuring minimal disruption - enhancing CX without changing the way you work with them



Enhance your portfolio, improve customer satisfaction, and solidify your reputation as a reliable provider

# 3. Technology vendors

**Cloud Gateway partners with a wide range of technology vendors, integrating their best-of-breed solutions into our platform to unlock mutual value for customers.**

For technology vendors, partnering with Cloud Gateway means expanding the reach of their solutions, as our platform is designed to agnostically embed the best solutions available in the market.

By leveraging Cloud Gateway's infrastructure, vendors can deliver flexible, high-performance solutions that meet the diverse needs of their customers. Whether it's providing secure remote access, wide-area networking, or enhancing security, Cloud Gateway helps vendors deliver integrated, scalable solutions that drive customer satisfaction and accelerate business outcomes.



Extend the reach of your solutions to a broader customer base



Our agnostic platform makes it easy for you to embed your best-of-breed technology solutions



Integrated solutions lead to stronger long-term relationships and higher customer retention rates



Boost customer satisfaction and drive faster results by providing integrated solutions tailored to your customers' needs



## 4. Resellers and referrers

**Resellers and referrers can collaborate with Cloud Gateway to create and develop new customer opportunities, leveraging our flexible and robust network solutions.**

Whether you're looking to expand your own portfolio or pass on an introduction, Cloud Gateway's platform enables you to find the right home for your customers' networking, security, and connectivity needs.

Our partnerships are adaptable to your operational and contractual preferences, allowing you to structure the relationship in a way that best suits your business. By working with Cloud Gateway, resellers and referrers can unlock mutual value, enhance customer satisfaction, and drive growth, all while benefiting from the support and expertise of a trusted network provider.



Relationships are a two-way street, we'll contact you if opportunities arise that we think you can help with



Tap into a wide range of networking, security, and connectivity solutions. Create new opportunities and expand your portfolio



Structure the relationship in a way that aligns with their your preferences, enhancing flexibility and ease of collaboration



Support and expertise for partners to enhance customer satisfaction, drive growth, and unlock mutual value



# 5. Prime and supply chain

**Partners can leverage Cloud Gateway as part of their supply chain, incorporating our solutions into their consultancy services or tender responses.**

Whether supporting complex projects or responding to tenders, Cloud Gateway provides reliable, scalable network solutions that meet a wide range of customer needs.

Our services integrate seamlessly with your existing offerings, enhancing your proposals and ensuring customers benefit from secure, high-performance networking. By partnering with Cloud Gateway, prime contractors and supply chain partners can improve project delivery, strengthen their competitive edge, and support long-term success.



Discounts on platform list prices offered to supply chain partners



Enhance the delivery of complex projects, leveraging our automation for faster, smoother implementation



Strengthen tender responses with a broader portfolio of products



Accelerate project timelines and respond to tenders more quickly, shortening the sales cycle and speeding up time to revenue.

# Spotlight: HSCN and PSN connectivity referrals

**Are you are working with customers who need Health & Social Care Network (HSCN) or Public Services Network (PSN) access?**

Partner with Cloud Gateway to provide secure HSCN and/or PSN connectivity via our intelligent platform. Plus, earn commission through our referral scheme.

Cloud Gateway combines CN-SP accreditation and GDS compliant technology, with the agility and speed of a scale-up, making us the ideal partner for organisations seeking fast, responsive solutions that traditional providers can't deliver.



## Earn a generous referral fee: how it works

### Customer Proposal

We will work with the customer to understand their requirements, qualify the opportunity, design a solution and embed it into a proposal.

### Commission Scheme

Once your customer's service is live with us, we'll start invoicing them as normal.

**After 3 months of payment, we will issue your referral fee.** We will advise you of the amount at the time, to make the process as seamless as possible.

Your customers will be allocated an Account Manager to look after them for the duration of the contract. Our Customer Success team will support your client with any technical needs that may emerge once the service is live.

*\*consult the Cloud Gateway referral agreement for more details*

# About US

**Cloud Gateway delivers secure connectivity, unified security, and complete observability through a UK-based SASE-as-a-Service platform. This is delivered with our customers choice of fully managed support or a co-managed model, depending on their needs.**

**We're reimagining the enterprise network, challenging outdated models and setting a new standard for how technology should operate. We believe connectivity and security should be agile, visible, and under every organisations control.**

# The opportunity

Disrupting the multi-billion pound network services and network security market.

## The team



**Dan Kline**  
**Chief Executive Officer**

Dan brings over 25 years of experience scaling businesses and driving growth. With a strong track record with partnerships, acquisitions, and go-to-market expansion, he plays a key role in fostering high-value strategic partnerships that drive success.



**James Langworth**  
**Head of Partnerships**

James has worked in sales, leadership and partner enablement roles for over 25 years, across private and public sectors. He is dedicated to delivering maximum value to customers by fostering strong collaborative relationships.

# The problem

**Traditional enterprise networks are not designed to handle the complexity and pace of change that we expect in the cloud era.**

Organisations now operate in a hybrid landscape, where data, applications, and users move fluidly between cloud and on-premise environments. Managing this connectivity efficiently is a growing challenge.

Strict data sovereignty regulations further complicate the picture, particularly in industries like healthcare, finance, and government. Sensitive workloads often cannot be migrated to the cloud and must remain within specific geographical boundaries or controlled environments.

At the same time, applications need to communicate seamlessly, no matter where they are hosted. A sophisticated network infrastructure is essential to ensure reliable data flow between on-premise systems and cloud services. However, without a consistent security policy spanning both environments, organisations are left vulnerable to cyber threats. Maintaining control over access, monitoring, and response is critical.

Employees and customers expect fast, secure, and seamless access to applications, regardless of location. Legacy networks struggle to meet these demands, creating friction and limiting business agility.

**Cloud is the new normal, but typical enterprise networks are struggling to keep up.**

- Organisations need to adopt cloud services to power their digital transformation strategies
- For a private, on-net connectivity, we have to rely on a telco. Solutions can be expensive or slow to deploy, or both
- A lack of in-house skills makes it hard to link disparate environments to the rest of the business
- Telco solutions are sold with inflexible bandwidths, forcing customers to over-provision high capacity connections up front
- Cloud and remote working widen the security perimeter in a way that needs to be carefully controlled

# The solution

**The Cloud Gateway platform simplifies complex network and security infrastructure, helping organisations reduce risk and move faster. Our portfolio of unified connectivity and security solutions replaces legacy infrastructure and silos - allowing company's to securely connect users, sites and clouds with speed, assurance and full observability.**

Built on a cloud-native Secure Fabric, the platform unifies connectivity, security, and observability through a single, API-driven control plane, creating one sovereign environment where performance, compliance, and resilience converge.

Unlike typical providers, our solution is designed to tackle the real-world complexities of modern networking. We deliver high-performing networks, dependable security, and an end-to-end service lifecycle that spans design, implementation, and ongoing support. With Cloud Gateway, you don't just get SASE - you get a complete, future-ready networking solution tailored to your business needs.

To make our portfolio clear and easy to navigate, we group our platform services into three core pillars: CONNECT, PROTECT and OBSERVE.

## Full observability and visibility of your connected network

As the network grows, so does the amount of data that is generated. With Cloud Gateway, gain full visibility of your network traffic and security configurations, along with the flow of data.

Our platform operates through a unified control plane that orchestrates both network and security operations from a single interface, delivering consistent policy enforcement and automated workflows across your entire infrastructure.

This level of observability and control is what sets our solutions apart. Every service you add is seamlessly integrated into your portal experience, giving you a single source of truth from which to view, manage and optimise your network architecture.

# SASE-as-a-Service: in brief

Organisations face a fundamental challenge: managing complex networks and security stacks that weren't designed for cloud-first operations and distributed workforces.

Today's businesses need a revolutionary approach that integrates networking and security capabilities into a single, cohesive platform.

Built on a foundation of cloud-native architecture and UK sovereignty, our platform represents the next evolution in enterprise networks - bringing together security, reliable connectivity, and real-time observability into one unified architecture.



## Delivering what the market needs

**Our cutting-edge platform powers our SASE solutions - from network connectivity, to security and data analytics. All of our services are fully managed as standard, allowing us to better support our customers in achieving their objectives regardless of size, digital maturity, or in-house technical skills.**

Our customers are free to choose the network and security capabilities they need. We work with them to design, deploy and manage these services on their behalf as part of a bespoke platform provision.

Once a part of our customer community, they're supported by our proactive and responsive customer success team. Together, we ensure infrastructure remains fit for purpose, scalable, and future-ready.





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