



 **Glide** Wholesale

Connectivity without compromise

Delivering the solutions your business needs to succeed



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Introduction

With Glide, you can provide your customers with reliable, high-performance connectivity across the UK.

Our fully-owned full fibre network, coupled with our wide range of products and dedicated support, allows us to tailor our connectivity solutions to meet the demands of modern businesses.

From seamless access through our GlideConnect partner portal, to 24/7 expert support, we ensure you have the tools and resources to grow your market presence and serve your clients with confidence.

Partner with Glide and experience connectivity without compromise.



Exclusive access to Glide Fibre Cities for faster connectivity

Beyond our distribution network, Glide leads the way with the Fibre Cities initiative, offering exclusive access to high-speed internet connectivity in key urban areas.

These fibre-optic networks enable faster order processing, real-time inventory syncing, and smoother logistics, keeping your products readily accessible to customers. With Glide, your business is equipped to thrive in a highly connected world, reaching digitally-savvy consumers and retailers in fibre-powered cities.

Choosing Glide means partnering with a team dedicated to your growth, with technical expertise, strategic insight, and comprehensive support. Our advanced tools, expansive network, sustainability commitment, and Fibre Cities access position your business to scale faster, smarter, and more effectively.

Our products

We work with a range of partners, from IT resellers to managed service providers and data centres, offering a diverse set of connectivity solutions. No matter who your customers are, or what they need, we can help.





Business broadband

We provide a range of ultra-fast, ultra-reliable connectivity solutions to suit your customers' needs. Delivered over our next-generation network and managed by our 24/7 service team.

- 100Mbit/s - 1Gbit/s
- Support during standard business hours
- Fully symmetrical speeds
- Simple to set up

Managed Wi-Fi

Glide is a market leader in managed Wi-Fi solutions. Now we are helping you deliver robust, on-premise Wi-Fi solutions that create value for your customers while maximising revenue potential.

- The latest, most reliable equipment for optimal Wi-Fi connectivity.
- End-to-end service delivery, including integration with third-party telecom providers.
- Tailored WAN and LAN setups for properties with complex networking needs.
- Exceeding industry Wi-Fi standards with strong, consistent signals that reach every corner of the property.
- Access to our extensive knowledge and experience to ensure flawless Wi-Fi deployment.
- 24/7 monitoring and UK-based technical support.

Leased lines

Your customers need a dependable connectivity solution to underpin their operations and communications setup, enabling their employees to connect to each other and access vital data systems daily. With our leased line services you can offer a dedicated internet service, giving your customer consistent speeds in both peak and off-peak hours.

- 100Mbit/s - 10Gbit/s
- Uncontended
- Premium support 24/7
- Fully symmetrical speeds

MPLS

Connect your customer's sites, devices, and digital platforms together into one resilient and private network. With Glide WAN infrastructure, you get visibility of your network through a single pane of glass and 24/7 monitoring end-to-end. Plus, a choice of multi-vendor connectivity and resilience solutions to suit all requirements.

4G backup

We offer peace of mind for your customers with multi-network, automatic 4G backup on our gigabit fibre broadband packages. Now they can keep operating and serving their customers while the network is repaired in the background.



GlideConnect

GlideConnect is the dedicated partner resource providing a seamless, centralised platform for managing all aspects of your work with Glide.

With real-time data, efficient order management, automated notifications, and 24/7 support, it empowers you to deliver exceptional service to your clients.

Easily access Glide's full product portfolio, account details, and billing information, enabling streamlined operations and informed, data-driven decisions.



Scan here to access
GlideConnect

The benefits of GlideConnect

GlideConnect is the name for our brand new wholesale customer portal. It offers the following functionality:

Seamless access and management

GlideConnect offers you a centralised platform to manage all aspects of your partnership with ease. Access all your accounts and services in one place, streamlining your daily operations and saving time.

Efficient order and service management

From placing new orders to tracking and managing existing services, the portal allows you to handle all transactions smoothly, reducing administrative burdens and expediting service delivery. And you'll receive in-flight order journey notifications to keep you up-to-date with the service delivery process.

24/7 support access*

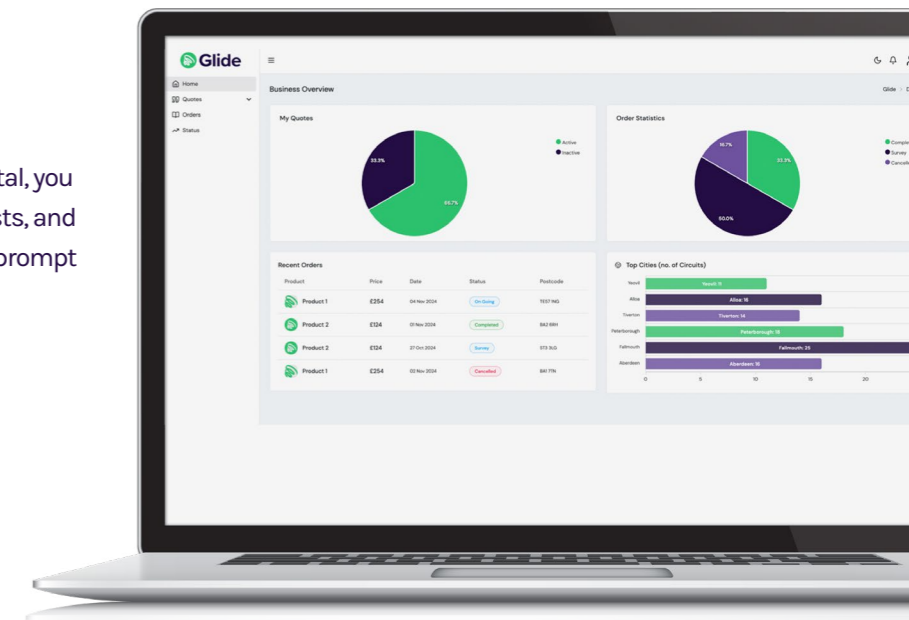
With round-the-clock support integrated into the portal, you can quickly access resources, submit support requests, and communicate directly with the Glide team, ensuring prompt assistance whenever needed.

Access to Glide's full product portfolio

Explore the entire Glide portfolio, including full-fibre, managed Wi-Fi, SD-WAN, MPLS and 4G backup, all accessible via the portal, making it easy to expand your offerings and meet your clients' evolving needs.

Account and billing transparency

The portal provides easy access to account details and billing information, giving you complete visibility into your partnership with Glide for streamlined financial management.



* Planned future functionality

Why Glide?

Glide empowers your business for success through our extensive full fibre network. With our range of connectivity solutions and dedicated support, we ensure your business has all the tools needed to thrive.

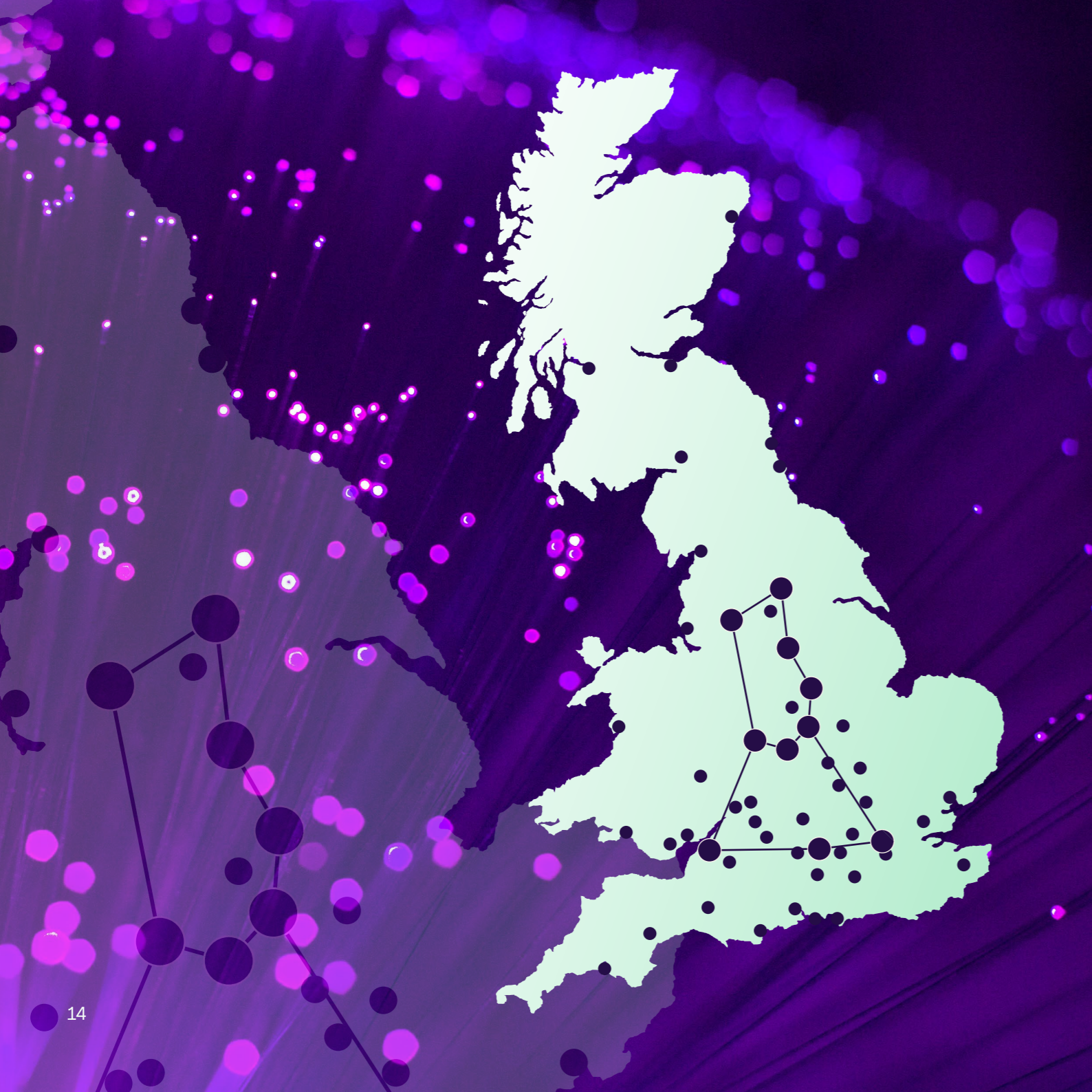
We understand the unique challenges faced by your customers in today's data-driven world. Many companies and organisations rely on robust cloud infrastructure, secure remote access, and the ability to manage high data usage.

As businesses increasingly adopt advanced technologies like AI, VR, video conferencing, and CRM systems, their demand for reliable, high-capacity connectivity grows.

Our solutions are tailored to address these specific needs, ensuring your customers benefit from secure, high-performance connections that support their critical applications and allow them to operate seamlessly.



By choosing Glide, you're partnering with a provider that truly understands and anticipates the demands of modern businesses.



Four reasons to join us and experience the difference a trusted partnership can make:



A fully invested, UK-wide fibre network

Glide provides a robust, uncontended national fibre network delivering speeds from 100 Mbit/s to 10 Gbit/s and beyond. With complete coverage across the UK, our network is tailored for high-demand applications such as cloud infrastructure, remote access, and data-heavy technologies. This ensures your customers can count on a stable, high-performance connection that scales with their needs, wherever they are.



End-to-end control for reliable service

Glide owns its entire network, which translates to faster lead times, quicker repairs, and less downtime. This end-to-end control allows us to provide shorter Mean Time to Repair (MTTR) and unmatched reliability, which is vital for organisations where even minimal disruption can impact productivity and customer experience.



Nationwide reach with seamless partner access

The GlideConnect portal offers partners real-time access and automation tools, allowing you to manage services across multiple sites effortlessly. Whether serving a single location or multiple branches, our platform is designed for easy, streamlined access, keeping you connected and in control from anywhere.



Comprehensive, fully managed solutions

When you partner with Glide, you gain access to a full suite of managed connectivity and telecoms solutions, including Wi-Fi, SD-WAN, MPLS and 4G backup, all covered by 24/7/365 support. This breadth of services enables you to meet the varied needs of clients, especially those leveraging cutting-edge technologies like AI, VR, and high-definition video.

Becoming a partner

Our sales support team is here to equip your teams with the content, guidance, and training needed to effectively engage buyers with a dedicated, highly responsive account manager who understands the market and supply chain, a **shared commitment to driving demand generation**.

A simple four-step process to initiate and integrate new partners into the Glide partner program.

1. Registration

- Complete onboarding document
- Introduction to Glide Network

2. Due diligence

- Agree common objectives
- Agree mutual coverage
- Agree workflows
- Sign up to T&Cs

3. Welcome

- GlideConnect portal login
- Access Glide asset library
- Access dedicated partner pricing
- Access partner knowledgebase
- Access coverage checker
- Meet the team

4. Get selling

- Launch campaigns
- Quarterly business reviews
- Incentives and marketing support

What you get from the partnership

With a Net Promoter Score (NPS) of +80 and a Customer Satisfaction score (CSAT) of 94%, our ratings are proof of our commitment to you.

We offer fast, reliable connectivity and proactive support to power your business. We build trusted partnerships, ensuring you have the network and service needed to grow with confidence.

+80
NPS

94%
CSAT

Premium support services

Dedicated account management: A Senior Account Manager and Service Delivery Manager to maximise partnership value.

Dedicated order agent: Overseeing your end-to-end order journey.

24/7 NOC access: Real-time monitoring and expert escalation support.

Incident reporting: Clear, regular updates on outages and service improvements.

Network customisation & flexibility

Custom configurations: Tailored routing and peering to fit your needs.

API integration: For automation, provisioning, and real-time monitoring.

Business growth support

Co-marketing initiatives: Joint campaigns and insights.

Tiered pricing: Discounts for top-tier partners.

Strategic collaboration

Roadmap input: Shape new product development.

Joint ventures: Partner in network expansion initiatives.

Relationship enhancements

Monthly service reviews: Order and service reporting.

Quarterly business reviews: Plan and assess progress.

Annual strategy reviews: Strategic workshops to align goals and growth.

Exclusive previews: Access to product roadmaps and developments.

As standard, all Glide wholesale partners get this:

Core support essentials

Desk-based support teams: Help with orders, technical queries, and account updates during business hours.

Self-service portal: Around-the-clock access to order tracking, incident management, and network status updates.

Standard business SLA response times: Reliable resolution times for service and technical issues.

In addition, strategic partners get this:

Enhanced support and service management

Dedicated account manager: Desk-based support during business hours.

Order and service management support: Desk-based support through the order journey, milestone tracking, and quarterly service reports.

Priority support: 24/7 access to the NOC for expedited issue resolution.

Self-service portal: Around-the-clock access to order tracking, incident management, and network status updates.

Quarterly reporting: Regular updates on service performance and key metrics.

Glide in numbers





Memberships & certifications





Talk to us today and become
a Glide Wholesale partner

Call [03455 911 766](tel:03455911766)

Email wholesaleenquiries@glide.co.uk

Visit glide.co.uk



Scan here
to access
GlideConnect