

FOR IMMEDIATE RELEASE AUGUST 10, 2020

## BIGBYTE.CC CORP ANNOUNCES STRATEGIC EXPANSION, LAUNCHES GLOBAL PARTNER PROGRAM, ACCELERATE

bigbyte.cc, Compliance Driven Continuity Campus and Data, announced they have been executing a number of business development expansion plans including the recent investment of developing their formalized Global Partner Program, Accelerate. The 100% women-owned, Albuquerque based company made the announcement following a number of recent notable strategic business development moves, in response to increased demand for high bandwidth, hybrid cloud space, well as secure compliant data center locales.

The new Accelerate Partner Program was designed by bigbyte's Chief Strategy Officer, Lauren Trujillo, to invest in bigbyte's current partnerships as well expand business growth through strategic relationships nationwide.

"Developing a formal industry standard- partner focused channel program allows bigbyte.cc to develop nationwide relationships and expand into markets across the US. We developed this program to allow for partner flexibility and attainable success for any firm or company to achieve success focusing on the overall goal: Growth. This program allows our small business peers to leverage our relationship to stimulate revenue growth." --Lauren Trujillo.

Accelerate includes a wide range of incentives for co-marketing, collaborated campaigns, co-selling and creating recurring revenue streams for both bigbyte and their partners. Solution Providers, consultants and Value Added Resellers of any size can "Accelerate" through the various tiers of the program unlocking competitive incentives for both the partner and their clients. The program includes three tiers- Megabyte Gigabyte, and Terabyte, as well as a designated "Promoter" program for rewarding referrals.

Aside from the tier incentives, partners can expect consistent communication from the bigbyte.cc team, critical resources for clients, end-to-end sales support to drive opportunity success, training and sales coaching to drive success in developing opportunities.

Per Trujillo - "The program encompasses repeatable processes; creating a partner friendly sales ecosystem to contribute to customer success." The launch of Accelerate has already started generating nationwide interest, with a number of new partner applicants outside of New Mexico- including IT Solution firms in Arizona, Texas and Washington D.C. Interested companies are encouraged to visit the website to submit an application for partnership.

"I am very excited to add bigbyte.cc to my portfolio of infrastructure services. Although, I have previously focused primarily on cybersecurity, It is great for my agency to have a close proximity Tier 3 Datacenter with all the necessary physical security outside of the Phoenix market for my customers that are looking for primary and disaster recovery floor space." --Tony Marcozzi, CEO of Cozzi Consulting located in Phoenix Arizona. "Lauren and the bigbyte team has not only built a world-class partner program, but bigbyte.cc is thinking creatively while building high value for its customers." Marcozzi's IT consulting agency is one of the new nationwide program participants.

The extensive business development expansion also includes multiple nationwide industry leading vendors partnerships to expand the bigbyte.cc portfolio of services offered to clients. Nerissa Whittington, CEO and Founder expounded on this: "As we moved to expand our offerings and welcome aboard new talent, companies were forced into digital transformations by Covid19. "Businesses, and individuals are adjusting to the unexpected realization of necessary technology advancement after the recent events of COVID. Many are having to implement solutions and obtain services to support new workplace realities, and bigbyte.cc is happy to provide those solutions through New Mexico's only compliance driven data center campus."

#### ABOUT BIGBYTE

Our mission is to design Innovative Continuity Strategies for our clients, implementing through execution. By crafting "Build-to-Suit" business solutions allow our clients to build strategies that support the success of their business, continuously, on their budget. As New Mexico's first and only 100% women owned, full service, compliance driven continuity campus, we utilize our carrier grade infrastructure to minimize downtime for you, your staff, and your operations.

For more information visit [www.bigbyte.cc](http://www.bigbyte.cc)