

# "We are a Team!" G5 Interlinks Partnership experience.



**Company name:** G5 Telecom  
**Location:** Lebanon  
**Web-site:** [www.g5call.com](http://www.g5call.com)

## Background

*G5 Interlinks is a global VoIP retail and wholesale provider. The company was established in 1996 and has served the telecoms industry ever since. Nowadays, it can count end users, PC2Phone users, call shop owners and resellers among its customers. Their extensive experience in the market has attracted lots of business connections which are sure to come in handy in the future.*



**From left to right: Ako Gurjinyan, Software Sales Director at Speedflow Communications; Ernest Eide, CEO at G5 Interlinks.**

## The very beginning

Business relations between Speedflow Communications and G5 Interlinks started in early 2010 when the latter purchased the MediaCore Softswitch for wholesale VoIP traffic. The quality of the softswitch and overall satisfaction with it caused the company to evangelize about the system in the Middle East. The impact was so notable that Speedflow offered G5 a fee for their engagement.

"I do like the system. The softswitch is very stable. It is one of the most stable I've seen." – says Ernest Eide, G5 Interlinks CEO.

When Speedflow Communications launched its Channel Partner Programme, G5 Interlinks was the first to join the initiative. So, at the beginning of 2012, G5 Interlinks officially became a Speedflow Partner with no up-front investments.

## Opportunity

G5 Interlinks found that promoting the MediaCore didn't require any special skills or effort due to the quality of the solution.

All it takes is to recommend the switch to peers and the rest is done by the Speedflow Team. That includes negotiations, online presentations, 24/7 technical support and system updates.

## Results

While promoting Speedflow solutions, G5 Interlinks has increased its commission fee a few times. At the moment G5 Interlinks is a Gold Partner heading towards Platinum level. The company is one of the most lucrative Speedflow Partners with extremely stable monthly revenue streams. Their base of attracted clients is quite impressive. Among them are the leading VoIP providers in the region.

The endeavor of G5 Interlinks includes, but is not limited to MediaCore. Successful experience with the system resulted in adding to the promoted solution of the softswitch for the retail service – CallMax.

Additionally, these strong lasting relations have meant that G5 are not only a Speedflow Partner and client, but have also become a source of inspiration for Speedflow. The companies work together

“The results I’ve got from partnering with Speedflow are great! We are a Team!” – recalls Ernest.

to keep solutions in accordance with the latest industry developments and trends.

Visit our website to [LEARN MORE](#) about Speedflow Channel Partner Programme.

Contact our team to become our partner right now. [APPLY NOW](#)

