



Datum partnership overview

Datum partnerships are designed to drive mutual success by offering flexibility and attractive incentives. Refer or resell Datum colocation services to your own client base — we provide the tools, guidance, and highest quality service you need at every stage.

www.datum.co.uk ↗

Bespoke, enterprise grade colocation...



...supported by our partner ecosystem

Why Datum?

We deliver enterprise-grade colocation from our sustainable, carrier-neutral data centres in Farnborough and Manchester. From single racks to fully customised IT suites, we offer scalable, secure environments that adapt to your requirements. With flexible contracts, in-house support, and environmentally efficient infrastructure, we help businesses and service providers thrive while prioritising sustainability.

Partnering with Datum

As a Datum partner, you can earn generous commission revenues by referring opportunities to our team or enjoy exclusive partner discounts when reselling and embedding Datum services to your clients:

- **Referring our colocation services:** as a referral partner, you introduce potential clients to us. We handle the contract and client relationship, while you earn competitive commission for every successful referral.
- **Reselling our colocation services:** purchase our accredited colocation services at discounted rates and resell to your clients under your own brand. You maintain control of the client relationship and contract.

The Datum ecosystem

As valued members of the collaborative Datum ecosystem, many of our partners also deliver **complementary lifecycle services** that enhance our core colocation offering. This ensures a seamless, end-to-end experience for our clients as they progress through their colocation journey.

Our partners also gain access to shared opportunities, integrated service offerings, and strategic joint marketing initiatives, to drive mutual growth and success.

Business advantages

- **Competitive rewards:** earn generous commission for referring opportunities to us, and discounted rates when you resell our colocation to your clients.
- **Combined offerings:** enhance your market position and revenue streams by incorporating our colocation services into your portfolio or offering your services to our colocation clients as part of their colocation lifecycle.
- **Dedicated support:** support from our team — including joint marketing initiatives and collaborative selling.

Next steps

If you're interested in joining our partner ecosystem and strengthening your market presence through shared opportunities and combined offerings, contact our partner team for more information:

www.datum.co.uk ↗

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Contact us

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