Crystal Web offers the most flexible reseller options in South Africa, catering for every reseller requirement one can hope for. Not only do we provide you with the ability to on-sell standard Crystal Web accounts at bulk discounted rates, but we provide you with the flexibility to purchase fully whitelabelled solutions in bulk, such as bulk gigs, pay per GB, and the outright purchase of capacity on our network.

**Pay Per Account (PPA)**

Product features:

No need for complex API implementation

Can be up and running within 24 hours.

Bulk discounts applied on a tiered basis – the more you sell, the more you save

This product is ideal for small businesses looking to expand their product offerings without the hassle of complex ISP integrations. It’s also ideally suited to IT Technical companies that wish to provide a value-added service to ensure that their clients’ business data connections remain stable at all times. This product is not available as a whitelabelled solution and is only provisioned on standard Crystal Web realms. Should you wish to whitelabel our standard products, normal retail rates apply without discounts. Products available for resellers are all business accounts and capped accounts. Home products are not available for resale on PPA.

Pricing:

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| **Monthly Data Spend** | **Discount Applied** | *Discount term* |
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**Pay Per GB (PPG)**

Product features:

Reseller takes all breakages (i.e sell 100GB but only 60GB is used, you are only billed 60GB)

Tiered pricing to help you grow your business

Whitelabelled solution, where you are able to provision your accounts using your own branded realm (i.e. @yourbusiness.co.za)

You manage shaping via the API interface or manually via the portal for each account.

Unshaped bandwidth

This product is perfectly suited for all resellers who provide a medium to high amount of GBs to their customers, and provides you full flexibility to shape bandwidth using our standard shaping profiles. By employing a per GB reseller rate, you ensure that you retain the benefit of breakage, which is the fundamental core of all ISPs. Typical usage on a 10Mbps account is around 100GB. If you are reselling on a PPA model you would pay close to R800 for this account, whereas on a PPG model, you would only pay between R500 and R295 for the same account and usage, depending on your spending tier. Using this model you would simply employ your own FUP to manage any possible abuse, and this can be automated via the API or manually checked and amended each day via the portal.

Pricing:

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| **Usage** | **Price/GB** | Unit |
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**Pay Per GB in Bulk (PPGB)**

Product Features:

Obtain the benefit of the lowest per GB rate for resellers in the market, by benefiting from our highest spending tier without committing to such a spending bracket or requiring such high usage. Lower you cost per GB and have a set number of wholesale GBs per month available to your clients.

Unshaped bandwidth

Realm whitelabelled

This product is ideal if you’re a reseller looking to reduce your cost per GB without having to obtain or maintain a large customer base. We provide you with the ability to bulk purchase gigabytes upfront to ensure that you have an easily forecastable and manageable cost base. Because Crystal Web adopts the risk with this model and provides you with the lowest rate per GB, all realm topups are billed at R5/GB in 1TB increments, so you must ensure that you manage usage each month carefully, which will be your only requirement to avoid high costs.

Pricing:

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**Pay Per Mbps (PPM)**

Product features:

You take all breakages

You can sell the bandwidth twice, maximising your profits

Blended IPC + Local + International connectivity

No need to install switches, routers, shapers, and no need for rackspace in a DC

Realm whitelabelled with the option to whitelabel your entire IP range

One custom shaping policy free of charge, as well as access to all Crystal Web shaping policies.

This product is the ultimate “Out Of The Box” ISP solution for any entrepreneur. Obtain the benefit of Crystal Web’s economies of scale and obtain fully blended IPConnect, local, and international capacity at rates that make it affordable to you. By purchasing capacity, you provide yourself with the ability to sell bandwidth twice: to business users between 8am to 5pm and consumer customers thereafter, meaning that your cost recovery and margins scale up very quickly, and in a far more profitable manner than per GB models.

Pricing:

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| --- | --- | --- |
| **IPConnect + Local + International Capacity** | Price | Unit |
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**DSL Lines**

By signing up as a Crystal Web reseller, you’re able to benefit from our DSL Line management, meaning that customers can migrate their lines to you, via our management, at a discount to normal Telkom Retail Rates.

Pricing:

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| --- | --- | --- |
| Speed | Price | Term |
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**Fibre Optic Broadband (FTTB)**

Crystal Web offers resellers the ability to provide their business customers with dedicated, uncontended fibre broadband access. This access includes fibre last mile, fibre backhaul, and breakout to the internet, as a single product at fixed pricing, subject to feasibility. Crystal Web offers last mile fibre into our core over Dark Fibre Africa, Telkom, Neotel, and other providers dependent on feasibility and requirements. All installations include free customer premises equipment, which is a Juniper SRX210 gateway.

Pricing:

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| ***Fibre over Standard Last Mile Links*** |  |  |  |  |  |  |
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| ***Fibre over Telkom MetroClear Last Mile Links*** |  |  |  |  |
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**Voice Over IP (VOIP)**

Crystal Web offers its clients and resellers VOIP connectivity directly over their fibre connection, or over a dedicated VOIP connection (BRI/PRI). Maximise your fibre connection by moving services over what amounts to a crystal clear VOIP line, at reduced rates vs normal copper based telephony, and benefit from True Per Second Billing.

Pricing:

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| Call costs (True per second billing): | Price | Unit |
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**Cloud Hosting**

With a fibre connection, just about all services can be safely and easily deployed into the cloud, and it marks the end of traditional dedicated and virtualised hosting. Not only does Crystal Web provide True Crystal Cloud solutions, but we also offer full hosted application and operating system streaming directly from your cloud infrastructure, over a dedicated, firewalled environment. No more on-site operating system installations, and easily migrate all existing applications into the cloud without any code manipulation or changes required. It’s a click of a button on our cloud hosting interface to move your existing applications into the cloud. We’ve done all of the hard work for you.

Pricing:

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| **Managed Hosted Cloud** | **Unit cost** |
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| **Managed Security** | **Unit cost** |
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| DMZ | R500.00 |
| Managed Hosted Cloud Security Setup Fee (Once Off) | R2 500.00 |

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**Wireless Broadband**

There are unfortunately occasions where fibre last mile connectivity is simply unavailable due to various factors. In this case, Crystal Web provides dedicated wireless connectivity into our fibre backhaul core instead, at a maximum 8:1 contention for bandwidth. This is offered as a full duplex solution (fully symmetric up and down speeds). All wireless installations include CPE.

Pricing:

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**Branding and Outsourcing**

Not only can Crystal Web provide you with a vast range of products available for immediate re-sell, but we can in addition provide you with all of the tools to make your business a true success. You can outsource all support functions to Crystal Web’s teams, who will manage your entire telephonic, email, and live chat support processes as a fully branded solution, answering calls, tickets, and chats as your business. We’re also able to offer you automated invoicing and collection, as well as self-service support portals for your customers to minimise costly support queries that can be solved without direct interaction.

Pricing:

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