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PARTNER CONNECT

A NEWSLETTER DESIGNED TO ENABLE, EMPOWER,
AND SUPPORT YOUR SUCCESS.



WHAT PARTNERS VALUE MOST

*TRUSTED
GUIDANCE.
DEPENDABLE
SUPPORT.*

DEAR VALUED PARTNER

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Recently, we asked a partner what they value most about working with Catalyst Group. Their answer wasn't products, suppliers, or commissions. It was trust.

They highlighted our honesty, responsiveness, follow through, and ability to simplify complex technology conversations.

In an industry filled with sales quotas, provider agendas, and constant change, Catalyst Group brings: objective guidance and a genuine commitment to helping clients make the right technology decisions.

To better understand what drives that trust, we asked a few follow up questions about their experience working with Catalyst Group. Here's what they had to say.

WHAT PARTNERS VALUE MOST

Throughout our conversation, four themes came up again and again: **honesty, responsiveness, dependability, and clarity.**

The partner shared that Catalyst Group provides objective guidance, communicates consistently, **follows through on commitments**, and helps simplify complex technology decisions for their clients.

Most importantly, they described Catalyst Group as an **extension of their internal team**. A trusted resource that helps solve challenges, strengthen client relationships, and deliver greater value to their customers.



WHAT MAKES CATALYST DIFFERENT?

Q: What stands out most about working with Catalyst Group?

A: When we introduce Catalyst Group to a client, our reputation is attached to that referral. That's why responsiveness, professionalism, and communication matter.

Their team consistently keeps everyone informed, follows through on commitments, and provides a level of support that reflects positively on both the client and the referring partner.

Simply put, they help us strengthen our relationships.

WHY REFER CATALYST?

A: At the end of the day, we refer Catalyst Group because they make complex technology decisions easier for our clients.

They bring expertise without ego. They provide guidance without pressure. And they consistently deliver an experience that earns trust from clients, partners, and providers alike.

That's the kind of partner worth introducing.

Let's Solve It Together

Let's Talk