

### Become a VDIworks Channel Partner

**Award winning Virtualization Solutions adding more value and Increasing Customer Satisfaction.**

As an innovative company with patented technology, we pride ourselves in the level of proximity that we maintain with our global partner network. Our partners not only enjoy access to cutting-edge technology that lets them outdo the competition and increase their market share, but they also relish year-round engagement and updates that only a company with our devotion and dedication can manage.

#### **Here's why you should become a VDIworks Channel Partner:**

##### **Let the Product Do the Selling**

VDIworks' VDP provides holistic end-to-end VDI management. By providing VMware View functionality at a fraction of the cost, VDP literally sells itself and opens doors to untapped markets increasing your revenue potential and customer base.

##### **Simple Licensing Model**

Our pricing model makes life easier for our partners by ensuring that there are no extra charges whatsoever. Straightforward pricing guarantees that you won't face a stumbling block when discussing pricing with prospective clients.

##### **Strong Margin Opportunities – Licensing, Maintenance and Services**

We firmly believe that our progress is linked to the success of our partners, and enabling them to gain maximum benefit out of our technology, technically and financially through strong margin opportunities.

##### **Flexible Amortization/Billing**

Customers can break down their payments in convenient installments and utilize our solution without disturbing their budgetary cycles.

##### **On-Premise/In Cloud/Hybrid Solutions**

We have an array of diverse VDI solution-delivery methods to synergize with different enterprise demands which allows your customers to utilize our innovation whilst staying within the bounds of their budgets and technological requirements.

### Features

#### **Recipe for Success**

With an easy to understand program, readily available sales & technical resources and an award winning product we pave the way for our Partners' Success.

#### **Simple 2-Tier Program**

Take advantage of our simple 2 tier program and choose either the Silver or Gold level of partnership which best suits your needs.

#### **Great Margins**

Amazing discounts ranging from 10% to 40%.

#### **Sales and Technical Certifications**

Get trained in a state-of-the-art facility to enable your team to certify themselves and reap added benefits of the Gold level.

#### **Lead Distribution**

New leads available for our preferred partners.

#### **Deal Registration**

Protect your deals and ensure 100% transparency.

#### **Joint Marketing**

Take advantage of joint marketing programs ranging from press releases and case studies to exhibition and road shows.

#### **Free Pilot Licenses**

Not-For-Resale licenses for Pilot purposes.

### Key Partnerships and Technology Alliances

We have vital partnerships in place with key players in the storage provider, cloud provider, and infrastructure spaces. These relationships empower our partner network to offer world-class VDI solutions.

### 100% Channel Focused

A promise that we've upheld from the start, we will always let you take care of the customer-facing fronts such as client acquisition. Our focus was, and remains, building world-class technology and facilitating you with the sales and marketing aspects. We don't sell direct.

## Benefits

	Gold	Silver
Margin on Software	20%	10%
Lead Distribution	●	●
Deal Registration	●	●
Additional Discounts upto 40%	●	-
Sales Support	●	●
Not For Resale Licenses	●	●
Joint Webinars	●	-
Sales & Technical Training	●	-
Dedicated Account Manager	●	-
PR/MDF	●	-

## Requirements

	Gold	Silver
Logo and Link on Partner Site	●	●
Number of Certified Technical Resources	1	-
Number of Certified Sales Resources	1	-
Responsible for Level 1 Support	●	●
Responsible for Level 2 Support	●	-
Quarterly Business Review	●	●
Complete Deal Visibility	●	●
Case Studies Per Year	At least 2	At least 1
Co-marketing Activities Per Year (Webinars, Events, Promos, Press Releases)	At least 3	-

## Awards



## Get Started Today

Submit your application and we'll contact you in 1 business day.

If you have any questions, please send an e-mail to [partners@vdiworks.com](mailto:partners@vdiworks.com)