



vPresence[™]

Virtuon Partner Program

Program Overview

Program Benefits and Requirements



Program terms, conditions, and benefits are subject to change and are governed by partner agreements.

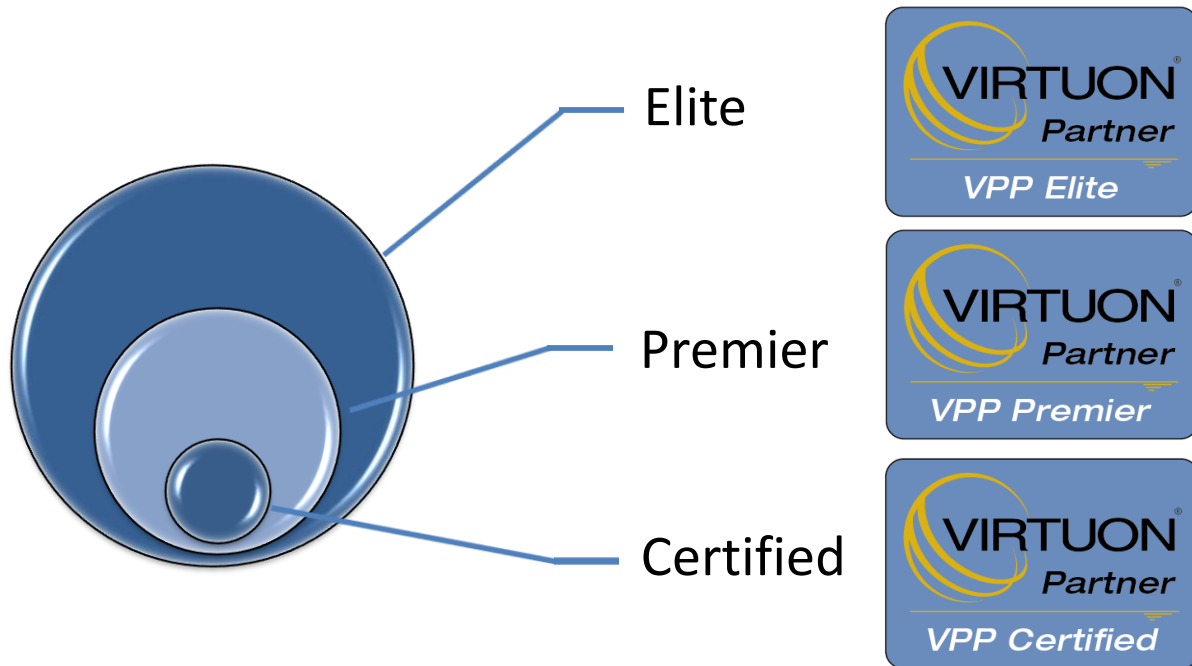
Virtuon Partner Program

Overview

The Virtuon Partner Program (VPP) provides an opportunity for partners to deliver a virtualization cloud solution to meet client's desktop and application needs.

Goals of VPP are to assist partners with their go-to-market strategy and to reward partners accordingly. The benefits of the program are designed to give partners a head start in understanding the cloud services marketplace and offer the advantage of its emerging opportunities.

There are three levels of business partners within VPP: Certified, Premier, and Elite. Each level has its own set of criteria and benefits, with Elite receiving the most benefits.



VPP has been designed to allow partners to sell at a level that fits their business model and allow customers to work with the best partners in the industry.

Take the opportunity to become part of VPP and connect with a growing cloud-based services market.

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Benefits and Requirements

The following tables list the benefits, requirements, and support for each level of VPP.

VPP Certified Partner Level		
Benefits	Requirements	VPP Support
<ul style="list-style-type: none"> • Listing in on-line VPP Partner Center • VPP Certified logo usage • Access to VPP product and service information, marketing, and sales tools from VPP Partner Center • VPP newsletter • Discount based on volume level 	<ul style="list-style-type: none"> • Attend one-on-one on-line services certification training • Website promotion of VPP services and partner level logo 	<ul style="list-style-type: none"> • Sales management by a Channel Sales Manager • Sales Engineering by VPP Sales Engineers (SE's)

VPP Premier Partner Level		
Benefits	Requirements	VPP Support
<ul style="list-style-type: none"> • Listing in on-line VPP Partner Center • VPP Premier logo usage • Access to VPP product and service information, marketing, and sales tools from VPP Partner Center • VPP newsletter • Co-marketing event support • Applicable SMB leads • Discount based on volume level 	<ul style="list-style-type: none"> • Premier level of active licenses • Website promotion of VPP services and partner level logo 	<ul style="list-style-type: none"> • Sales management by a Channel Sales Manager • Sales Engineering by VPP Sales Engineers (SE's) • Opportunity pre-sales support by Pre-sales Consultant

VPP Elite Partner Level		
Benefits	Requirements	VPP Support
<ul style="list-style-type: none"> • Listing in on-line VPP Partner Center • VPP Elite logo usage • Access to VPP product and service information, marketing, and sales tools from VPP Partner Center • VPP newsletter • Co-marketing event support with market development funds as available • Priority on enterprise leads • Discount based on volume level 	<ul style="list-style-type: none"> • Elite level of active licenses • Website promotion of VPP services and partner level logo 	<ul style="list-style-type: none"> • Sales management by a Channel Sales Manager • Sales Engineering by VPP Sales Engineers (SE's) • Opportunity pre-sales support by Pre-Sales Consultant • Post-sales support for account and order management

Virtuon corporate offices are located in Scottsdale Arizona at the SkySong Innovation Complex. Please contact us with any requests.

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