

# GUIDE

## Reseller Partnership



Reseller Partners are companies with national and worldwide coverage that resell OpenNebula Systems support subscriptions and professional services to their customers. You'll own the entire sales cycle from account management, client prospecting to on-boarding and billing. It could also work as a Referral Partner Program with no revenue commitment, no administration overhead, and no follow-up required. For every referral lead you submit that turns into a customer, you earn a commission. Technology, Training, and Service Partner Programs include a Referral Partner Program with a commission on referred sales.

	RESELLER
<b>REQUIREMENTS</b>	
Annual program fee	No-cost
Approved Partner Program Application	✓
<b>BENEFITS</b>	
Recognition as an OpenNebula Reseller Partner	✓
Logo in OpenNebula.systems page Partners area	✓
Commission on referred sales	✓
Reseller Partner logo	✓
Partner support at OpenNebula.pro	Basic

Apply to be a Reseller Partner at [opennebula.systems/partners](https://opennebula.systems/partners)

## Partner Qualification

OpenNebula Systems assesses the partner's application to check that company information and technical skills are appropriate for a OpenNebula partner. OpenNebula selects partners based on market presence, proven competency in selling products and strategic alignment. Requirements vary across program types and levels due to differences in business models. Providing the partner's application is accepted, the prospective partner will receive the Order Form and the Partner Agreement.

## Partner Support

Partner Programs include support to build Partner non-production environments for testing, integration and development. It is not included the support to build customer production or pilot environments.

## Commission on Referred Sales

Partner receives a percentage for all the sales, including recurring support subscription and professional services, referred to OpenNebula Systems

## OpenNebula Software

OpenNebula is fully open-source software products released by OpenNebula Systems under Apache license v2.0. Anyone is free to make modifications to the software and distribute derivative works. However only OpenNebula Partners can use, distribute or embed the code while at the same time having commercial support from OpenNebula Systems and influence on development with direct contact with the developers.

## Partner Logos

The Service Partner logo helps customers quickly identify OpenNebula partner's services.

