

# GUIDE

## Service Partnership



OpenNebula can be used to build any cloud architecture to address infrastructure constraints and to fit into existing data centers. The Service Partner Program helps you build clouds meeting end customer requirements and addressing their service profiles. Service Partners are authorized to offer integration and consulting services around OpenNebula products. They understand that data centers have unique architectural constraints, and have expertise in custom design and building of IaaS clouds on different storage, virtualization and network solutions.

Services Partners are professional services firms that help customers of all sizes design, architect, build, migrate, and manage their OpenNebula cloud. They include **Consulting Companies, System Integrators, Strategic Consultancies, Agencies, Managed Cloud Service Providers, and Value-Added Resellers**. They can be large consulting companies as well as smaller, specialized firms with market or geographic focus.

	ADVANCED	PREMIER
<b>REQUIREMENTS</b>		
Annual program fee	no-cost	no-cost
Approved Partner Program Application	✓	✓
Focus on geographic area	✓	✓
Web page at Partner site with information about the services	✓	✓
Consultants that should receive an official course for architects	1	2
Consultants should shadow an experienced Engineer for 1 week		✓
Minimum of 2 successful engagements as Advanced Partner		✓
<b>BENEFITS</b>		
Recognition as an OpenNebula Service Partner	✓	✓
Visibility in the OpenNebula Project Ecosystem	✓	✓
Logo in OpenNebula.systems page Partners area	✓	✓
Recognition as Partner in post at OpenNebula.org	✓	✓
Commission on referred sales	✓	✓
Eligible for subcontracting engagements	✓	✓
Discount on OpenNebula support, services, training and events	✓	✓
Service Partner logo	✓	✓
Eligible for referral consulting engagements		✓
Software influence		✓
Deal registration		✓
Upgrade to Solution Provider agreement to offer OpenNebula support		✓

Apply to be a Service 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. Upon signature of the agreement, the company becomes an Advanced Partner. Consultants must receive training and Partner must create a web page at its site with information about the services within one month after agreement signature.

## Deal Registration

Deal Registration is a feature of the OpenNebula Partner Program in which Service Partners can register new deals to guarantee some early support from OpenNebula Systems during sales and procurement cycles and can become eligible for an additional discount off list price. Partners that can benefit from this opportunity are those that discovered or created the opportunity and were involved at a very early stage in the sales or procurement cycle and usually in very complex and expensive projects. Once a lead is registered, the Partner has a set period of time to close the deal. During this time OpenNebula Systems is not allowed to negotiate or to support other Partners to negotiate a similar deal with the lead. OpenNebula Systems has created this new program to lower the chance of channel conflict where several Partners compete against other or even OpenNebula Systems. Mostly when a Partner has to invest time to prepare a response for a RFP, RFI, RFQ or other competitive form of procurement for Public Sector and Commercial customers.

## Support to Partners and Customers

Partner Programs do not include support and consulting. Partners receive a discount on OpenNebula support, services, training and events. Customers should contract support directly with OpenNebula Systems.

## Commission on Referred Sales and Referral Consulting Engagements

Partner receives a percentage for all the sales, including recurring support subscription and professional services, referred to OpenNebula Systems. In the same way, OpenNebula Systems receives a percentage for all consulting engagements referred to Partner.

## 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.

## Upgrade to Solution Provider agreement to offer OpenNebula support

Premier Level Partners can apply to become Solution Provider partners in order to create their own solution around OpenNebula, usually bundled or integrated with other open-source components, and provide direct customer support for it. Solution Provider Partners redistribute the software under the OpenNebula brand name to end customers as part of their solution following a licensing or a subscription model. They add value by providing a solution customized to solve a well-defined business problem, usually in vertical-specific domains.

## Partner Logos

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

