GUIDE
Training Partnership

The Training Partner Program helps you sell and deliver OpenNebula training courses within your region. OpenNebula Authorized Training Partners are carefully selected by OpenNebula Systems to deliver authorized OpenNebula technical training to our customers and partners.

The Training Partnership increases your value and visibility by providing marketing tools that include co-branding opportunities, logo usage, placement on the OpenNebula website, and access to OpenNebula authorized training materials.

REQUIREMENTS	
Annual program fee	No-cost
Approved Partner Program Application	✔
Focus on geographic area	✔
Minimum instructors should receive an official course for architects	1
Commission for OpenNebula Systems on OpenNebula courses revenue	✔
BENEFITS	
Recognition as an OpenNebula Training Partner	✔
Logo in OpenNebula.systems page Partners area	✔
Marketing of scheduled classes on OpenNebula.org	✔
Recognition as Partner in post at OpenNebula.org	✔
Commission on referred sales	✔
Eligible for subcontracting engagements	✔
Discount on OpenNebula services, training and events	20%
Training Partner logo	✔
Eligible for referral training engagements	✔
Use of OpenNebula course materials	✔
Supplement OpenNebula services with official training courses	✔

Apply to be a Training Partner at opennebula.systems/partners

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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 a Training Partner.

Program Fee

The Training Partner Program does not have any annual fixed cost. However, a commission on all revenues from OpenNebula courses should be paid to OpenNebula Systems.

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