



| PARTNER CONNECT PROGRAM GUIDE

Technology Partnership

- **Application Provider**
- **Platform Extension**
- **Infrastructure Provider**


**TECHNOLOGY
PARTNER**
Application Provider


**TECHNOLOGY
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Platform Extension


**TECHNOLOGY
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OpenNebula **TECHNOLOGY** Partner Program

Expand your solutions and join the **OpenNebula Technology Ecosystem**:

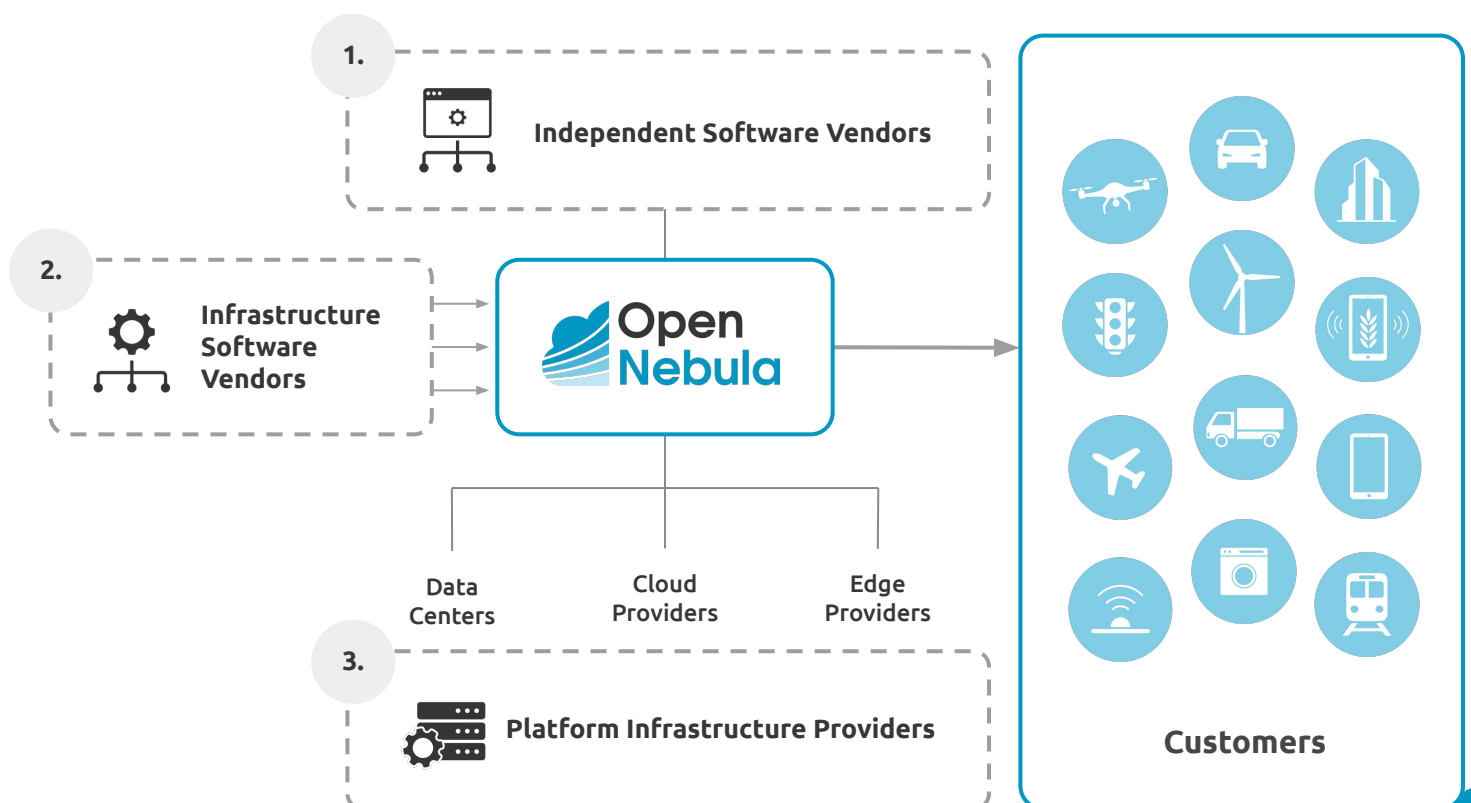
The **OpenNebula Technology Partner Program** certifies your collaboration with **OpenNebula** engineering to ensure the compatibility of applications, infrastructure software, and infrastructure services and hardware with OpenNebula.

Leverage the **OpenNebula Integration Framework**, and its **Ready Certification**, to provide assurance to customers that your solutions and unique feature integrations have been validated for functionality, performance, and reliability. The OpenNebula Integration Program provides best practices on leveraging standard APIs and plugin architecture, and avails partners in creating and publishing OpenNebula integrations in the **Ecosystem Catalogs** through OpenNebula-Ready interoperability validations.

Why Join?

- Grow the adoption of your solution and unique feature integration.
- Demonstrate that your products and solutions are tested and supported with OpenNebula.
- Work with OpenNebula to promote your products and solutions to thousands of OpenNebula users. Contribute to the main innovation ecosystem in the cloud-edge.

Choosing The Right Integration Model





1. Application Provider

Independent Software Vendors

ISVs to demonstrate that their vertical-industry or horizontal-technology tools, applications or services run and interoperate with OpenNebula.



TECHNOLOGY PARTNER

Application Provider



2. Platform Extension

Infrastructure Software Vendors

ITVs to demonstrate that their compute, storage, networking, security or related infrastructure technology works with OpenNebula.



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Platform Extension



3. Infrastructure Provider

Platform Infrastructure Providers

IHVs and Cloud Providers to demonstrate that OpenNebula has been certified to work with their hardware or bare-metal cloud/edge infrastructure services.



TECHNOLOGY PARTNER

Infrastructure Provider

Partner Qualification

To enroll in the **OpenNebula Partner Program**, prospective partners must complete the online application and company profile form, and accept the terms outlined in the **Partner Agreement**.

OpenNebula Systems thoroughly **evaluates potential partners** to confirm that their company details and technical capabilities meet OpenNebula's standards. Partner selection is primarily based on factors such as market presence, demonstrated expertise in product sales, and strategic alignment with OpenNebula objectives. Criteria for selection are flexible, in order to suit a range of business models across various program types and levels. The Partner Program Guides describe the **necessary certification and website requirements of the specific Partner Program types and tiers**.

When their partner application is approved, each partner is provided with the complete Partner Agreement for signature. Upon **signing the Partner Agreement**, they become an **Authorized Partner** with access to all benefits.

To maintain their standing with OpenNebula, partners **must consistently adhere to the terms of the Partner Agreement and the requirements of the Partner Program**. Failure to remain in good standing or meet the essential criteria for a Strategic Partner can lead to a downgrade and the subsequent loss of associated membership benefits.

Partner Enrollment

- 01** | Identify your specific Partner Program in OpenNebula.
- 02** | Know the requirements, benefits, and incentives in the Partner Program Guide, and review the Partner Agreement.
- 03** | Meet the specific entry requirements of the specific Partner Program type and tier.
- 04** | Complete the [partner application form](#) and become an [Authorized Partner](#).
- 05** | Partners must consistently adhere to the Partner Agreement and the requirements of their specific program to maintain their standing with OpenNebula.

Build on OpenNebula

OpenNebula Integration Framework

The **OpenNebula Integration Framework** facilitates prospective partners in creating and publishing OpenNebula integrations validated by OpenNebula Systems. The Program provides assurance to customers that partner solutions and unique feature integrations have been validated for functionality, performance, and reliability. The **OpenNebula Ecosystem** enables using OpenNebula across different use cases and environments. The OpenNebula Integration Program currently supports the following partners:

- **Applications Marketplace: Independent Software Vendors** develop vertical industry and horizontal business-focused tools, applications and services to interoperate with OpenNebula. Typically, these partners seek to enable customers to use their existing application within an OpenNebula cloud.
- **Extensions Registry: Infrastructure Technology Providers** are companies that offer the foundational technology services and solutions needed to support the computing and networking needs of businesses and organizations. These providers deliver the essential components required for IT systems, such as compute, storage, networking, security and related services.
- **Providers Catalogue: Platform Infrastructure and Bare-Metal Cloud Providers** supply the essential hardware platforms, infrastructure services, devices, and operating systems on which OpenNebula software is deployed. This certification process not only ensures compatibility but also helps manufacturers promote their platforms' compatibility with the OpenNebula ecosystem.

The OpenNebula Integration Framework provides:

- Best practices on leveraging standard APIs and the plugin architecture of OpenNebula
- Guides, tools and help to support partners develop and certify the integration modules and drivers
- A **Ready Certification Program** to test and certify the integration with the latest version of OpenNebula
- Specific **Catalogues** for Application Images, Capability Add-ons, and Cloud Drivers to promote and facilitate our integration to thousands of OpenNebula clouds worldwide
- Notifications about new releases and roadmap plans

An Integration Developed, Maintained and Supported by Vendor

The commercial software solutions in the OpenNebula integration ecosystem, as well as the needed drivers and extensions, are supported by the solution vendor when installed on, or when interfacing with OpenNebula. The **Ready Certification Program** ensures that the software vendor has performed the necessary testing to affirm that their solution functions properly with OpenNebula and has commercial vendor support. **OpenNebula Ready Certifications** are generally valid for the duration of major product versions.



01 Develop



02 Certify



03 Promote



04 Support

Requirements

	READY
Annual Program Fee	No-cost
Approved Partner Program Application	✓
Visibility of OpenNebula on Partner's Site	✓
Compatibility of Product with OpenNebula	✓
Maintain and Commercially Support any Needed Plugin or Extension	✓

Benefits

	READY
Usage of Partner Program Logo	✓
Usage of Ready Logo	✓
Inclusion of Logo on the Partners Area of the OpenNebula Website	✓
Eligibility for Success Story Highlights	✓
Joint Solution Brief or Blog Post	✓
Joint Marketing with Event Hosting and Webinars	✓
Access to OpenNebula Integration Framework	✓
Access to OpenNebula Ready Program	✓
Publication of Integration in Ecosystem Catalogues (Partner Tier)	✓

Support Subscriptions to Partners and Customers

Partner Programs do not include support or consulting services. Partners benefit from discounted rates on OpenNebula support, services, training, and events. Customers are advised to contract support directly with OpenNebula Systems.

Description of the Benefits

Marketing Benefits:

Usage of Partner Program Logo	Partners may use the OpenNebula logo according to their corresponding level of membership, to market their relationship in compliance with OpenNebula Systems policies.
Usage of Ready Logo	The “Ready” Partner logo helps customers quickly identify OpenNebula compatibility.
Inclusion of Logo on the Partners Area of the OpenNebula Website	Having your logos displayed on the OpenNebula Systems website provides valuable marketing exposure. It places your brand directly in front of OpenNebula’s audience, which can be beneficial for your visibility in the relevant industry sectors.
Eligibility for Success Story Highlights	Share your success stories with OpenNebula Systems. Selected proposals may be developed into formal success stories which may be promoted by OpenNebula Systems and the partner.
Joint Solution Brief or Blog Post	Partner presence as guest blog author on OpenNebula.io, blog series, or Solution Brief.
Joint Marketing with Event Hosting and Webinars	Promote your brand, product, or service in OpenNebula Systems events; host an OpenNebula event in your venue; or collaborate in joint Webinars.

Technical Benefits:

Access to OpenNebula Integration Program	The OpenNebula Integration Program facilitates prospective partners in creating and publishing OpenNebula integrations validated by OpenNebula Systems.
Access to OpenNebula Ready Program	The Ready Certification Program ensures that the software vendor has performed the necessary testing to affirm that their solution functions properly with OpenNebula, and has commercial vendor support.
Publication of Integration in Ecosystem Catalogues (Partner Tier)	Integration maintained, uploaded, and supported by a partner, with an agreement signed with OpenNebula Systems.



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