

The goal at OpenNebula is to make multi-cloud solutions easier to deploy and manage. In doing so, we deliver a powerful distributed Multi-Cloud Architecture that is composed of Edge Clusters that can run **any workload**—Virtual Machines, application containers, and Kubernetes clusters—on **any resource**—bare-metal or virtualized—**anywhere**—on-premises, on the cloud, or at the edge. This innovative approach enables true hybrid and multi-cloud computing by combining public and private cloud operations with workload portability and unified management of IT infrastructure and applications.

A key component to the success of this multi-cloud strategy is providing seamless integration and access to public cloud and edge resource providers. OpenNebula and its FireEdge GUI provide a practical and automated set of capabilities, allowing users to create and manage their enterprise clouds with simple, portable and interoperable cluster deployment. And for Edge Cloud Providers, this partnership provides benefits that are two-fold. Firstly, Edge Cloud Providers easily benefit from the broad use of OpenNebula and the “center stage” exposure provided to its community of users and making available their resource offerings at the click of a button in the creation and management of their enterprise clouds. Secondly, with OpenNebula, Edge Cloud providers have a comprehensive tool for enabling their customers to completely orchestrate their workloads across the various partner data centers.

Ultimately, Edge Cloud Provider Partners provide resource offerings that companies can utilize to augment or fully source their enterprise clouds, providing them the means to address latency reduction, ease of resource management, or simply the flexibility of on-demand deployment. And the technological synergies and commercial opportunities with OpenNebula are clear and sound.

	PREMIER
<b>REQUIREMENTS</b>	
Annual program fee	no-cost
Approved Partner Program Application	✓
Signed Partner Agreement	✓
Partner provides Commission/Referral Program for OpenNebula-generated business	✓
Partner provides credits for development, certification and ongoing maintenance	✓
Web page at Partner site with information about the integration	✓
OpenNebula included as published Partner at Partner site	✓
OpenNebula Usage Guide at Partner site	✓
<b>BENEFITS</b>	
OpenNebula develops and certifies the official resource driver	✓
OpenNebula carries out ongoing maintenance of the official resource driver	✓
Partner inclusion in OpenNebula Provider Catalog and Partner page	✓
Recognition as Partner in a published article at OpenNebula.io	✓
Mutual promotion through coordinated events (webinars) and joint articles	✓

## Partner-provided Commission/Referral Program

OpenNebula's FireEdge UI provides a sleek interface for users to easily browse and select partner resources, and ultimately deploy OpenNebula clusters without having to navigate beyond the provider catalog. Integration with OpenNebula and being included in the provider catalog provide an easy channel for our community of users to explore and begin to use resources offered by our Edge/Cloud Provider partners. Our Premier Partners will agree to establish a referral commission structure for the business specifically generated by OpenNebula.

## Partner provides credits for the development, certification and ongoing maintenance

The technical integration of a partner's resource offering with OpenNebula depends primarily on a driver to facilitate a cloud user to select, configure, and provision resources directly from within the OpenNebula UI. In order for the OpenNebula engineering team to develop, certify, and subsequently maintain this driver, we ask that the partner provide the OpenNebula team with the corresponding credits to cover any costs associated with carrying out these efforts.

- Initial development and certification - 250 hours of instances with average capacity
- Ongoing monthly support and maintenance - up to 100 hours / month of instances with average capacity

## Web page at Partner site

Publishing a web page on the partner site is a simple and helpful resource. This unique web page on the partner web site should provide detailed information explaining the integration of the partner technology with OpenNebula.

## OpenNebula included as published Partner at Partner site

In addition to publishing a unique web page on the Partner site, it is expected that OpenNebula would be included in the Partner Marketplace or Ecosystem page.

## OpenNebula Usage Guide at Partner site

The OpenNebula team will document how to easily deploy an OpenNebula cloud sourced by partner's resources. This guide would provide the benefit of showcasing not only how users could create their own hosted private cloud with the flexibility of deploying partner's resources on-demand, but also providing simple instructions on how partner's customers can manage and orchestrate resources across multiple partner data centers.

## OpenNebula Driver Development and Certification

As noted, the driver is the key technological component establishing the integration with partner resources, allowing OpenNebula users and customers to directly select a partner's commercial resource offering and, at the click of a button, deploy their OpenNebula clusters. OpenNebula's engineering team will assume the accountability of working with the partner's API, and subsequently develop and certify the driver for OpenNebula integration.

## OpenNebula Driver Ongoing Maintenance

Curiously, the driver development is only a fraction of the effort required to establish a partner resource integration. As both OpenNebula and the partner's technology evolves over time, the OpenNebula Engineering team will carry out the ongoing effort to ensure that the integration remains valid and functional. It is important that the partner comply with two specific integration requirements. The partner must have (1) a working Terraform provider, and (2) a Network API, which is used to allocate and assign IPs.

## Publication in OpenNebula Provider Catalog and Partner page

OpenNebula will include the Edge Cloud Resource partner in the OpenNebula Partner Ecosystem, as well as including the partner as a highlighted provider in the OpenNebula Provider Catalog within the OpenNebula FireEdge UI.

## Recognition as Partner in a published article at OpenNebula.io

OpenNebula will announce the established partnership by way of a published article in the OpenNebula website, and will promote that publication by means of the various social media platforms and marketing channels.

## Mutual promotion through coordinated events (webinars) and joint articles

OpenNebula and the partner will coordinate periodic shared promotion, by means of blog posts on both sites, new technical documentation, jointly published articles and customer studies, as well as hosting and participating in coordinated events as part of the OpenNebula Webinar Series, and other available channels.