



| PARTNER 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 and Service Partner Programs include a Referral Partner Program with a commission on referred sales.

### Requirements

Annual program fee	No-cost
Web page at Partner site with information about OpenNebula services	✓
Approved Partner Program Application	✓

### Benefits

Recognition as an OpenNebula Reseller Partner	✓
Logo inclusion in the OpenNebula website - Partners area	✓
Commission on referred sales	✓
Reseller Partner logo	✓

## **Partner Qualification**

OpenNebula Systems assesses to ensure 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 that the partner's application is accepted, the prospective partner will receive the Order Form and the Partner Agreement.

## **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**

Partners receive a percentage for all the sales, including support subscription and professional services, referred to OpenNebula Systems.

## **OpenNebula Software**

OpenNebula is a fully open-source software 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 "Reseller Partner" logo helps customers quickly identify OpenNebula partner's services.





## OpenNebula Systems USA

1500 District Ave  
Burlington, MA 01803, USA

## OpenNebula Systems Europe

Paseo del Club Deportivo 1 – Edificio 13,  
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