



| PARTNER GUIDE

Technology Partnership

OpenNebula Technology Partners provide a technology, product or service that complements OpenNebula and are authorized to advertise their compatibility. They include Independent Software Vendors and Platform Infrastructure Providers that have validated their products with OpenNebula.

- **Independent Software Vendors** have verified their vertical industry and horizontal business-focused tools and services to interoperate with OpenNebula. They expand the market for both the ISV and OpenNebula Systems, but do not distribute OpenNebula software with their solutions, so the license is not embedded in the application, nor do they offer value-added services. Vendors benefit from verifying their products on OpenNebula instances, so that their customers receive more value from their license investments.
- **Platform Infrastructure Providers** provide the hardware platforms, services, devices, and/or operating systems on which OpenNebula software runs. They do not redistribute the software, but benefit from the certification of OpenNebula upon their platforms. OpenNebula Systems helps manufacturers to advertise their compatibility with OpenNebula.

Requirements

Annual program fee	No-cost
Approved Partner Program Application	✓
Compatibility of product with OpenNebula	✓
Maintain and commercially support any needed plug-in or extension	✓
Web page at Partner site with information about the integration	✓

Benefits

Recognition as an OpenNebula Technology Partner	✓
Visibility in the OpenNebula Project Ecosystem	✓
Logo inclusion in the OpenNebula website - Partners area	✓
Recognition as Partner in post at OpenNebula.io	✓
Commission on referred sales	✓
Technology Partner logo	✓
Joint Whitepaper	✓

Partner Qualification

OpenNebula Systems assesses the partner's application to confirm that company information and technical skills are appropriate for OpenNebula partnership. 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. Provided 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 Technology Partner. The Partner must have demonstrated compatibility of their products and have created a web page at its site with information about the integration. Any integration or extension in OpenNebula to allow such compatibility must be maintained and commercially supported by the Partner and may be contributed as open-source to the OpenNebula Add-ons Catalog.

Program Fee

The Technology Partner Program does not have any annual fixed cost.

Partner Support

For Independent Software Vendors, Technology Partner Programs include the help required to validate software on OpenNebula, and for Platform Infrastructure Providers, it includes the help required to integrate OpenNebula upon partner's platforms.

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 Logo

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



Product Logo

The "Ready" Partner logo helps customers quickly identify OpenNebula compatibility.





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