Solution Provider Partnership

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OpenNebula can be integrated with any component in the cloud and virtualization ecosystem to build a complete cloud solution or managed service, giving way for interesting and lucrative partnerships. **OpenNebula Solution Provider Partners** use their expertise and technical skills to create solutions and services based on OpenNebula.

- **MSP (Managed Service Provider)** Partners deploy OpenNebula clouds and offer a comprehensive cloud management support for the full infrastructure stack including services like capacity planning, security, monitoring, upgrades and back-ups. They operate private OpenNebula clouds on behalf of their customers, enabling them to get the benefits of OpenNebula while focusing their team on business workloads rather than infrastructure.

- **VAR (Value Added Reseller)** and **OEM (Original Equipment Manufacturer)** partners integrate or bundle OpenNebula with other software or hardware components, and provide direct customer support for it. The Partner adds value by providing an integrated solution customized to solve a well-defined business problem, usually in vertical-specific domains, or adapted to the needs of a geographic area. OEM Partners are allowed to rebrand and embed OpenNebula into their products.

Solution Providers are medium and large companies that have defined a certified cloud design and configuration, and have a specialized support team for the OpenNebula cloud solution implementations. OpenNebula Systems provides the Partner with third level support, access to the OpenNebula Enterprise Edition and all the rest of benefits provided by an OpenNebula Subscription.

Requirements	ADVANCED	PREMIER
Annual program fee	No-cost	No-cost
Approved Partner Program Application	✓	✓
Signed Partner Agreement	✓	✓
Benefits		
Recognition and promotion as a Solution Provider Partner	✓	✓
Logo inclusion in the OpenNebula website - Partners area	✓	✓
Recognition as Partner in a published article at OpenNebula.io	✓	✓
Discount on OpenNebula Subscription for customers	✓	✓
Discount on OpenNebula Services, Training and Events	✓	✓
Solution Provider and Powered Partner logo	✓	✓
End customer support through Partner at OpenNebula.pro	✓	✓
Deal registration		✓
Software influence		✓
Support to Beta software		✓

Partner Qualification

OpenNebula Systems assesses the Partner's application to verify that company information and technical skills are appropriate for an 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.

Partner Solution Support to Customers

Solution Provider Partners are responsible for providing support for their Partner Solution to their customers (OpenNebula end users). OpenNebula Systems provides third level support to Partner by helping in the resolution of advanced and specialized operational problems that cannot be solved by Partner's first/second level team. Partners must have specialized support teams for mission critical production applications and shall distribute bug fixes, patches, work-arounds and other benefits of the OpenNebula subscriptions which it receives from OpenNebula Systems to end customers.

End User Subscription Model

OpenNebula Systems follows an End User Subscription model that allows Partners to distribute or use the Enterprise Edition of OpenNebula to build the Partner Solution to their customers, to update and upgrade deployed copies, and to receive production support for customer incidents during the Subscription term. The pricing plans for End-user Subscriptions can be per server, zone or administrative domain (customer). OpenNebula Systems can also evaluate revenue sharing models, such as hybrid models with a royalty fee depending on Partner's sales figures.

OpenNebula Support to Partners

In addition to providing support to Partners through the End-user Subscriptions, OpenNebula Systems will also help publicly promote and recommend Partner solutions. Partner Programs do not include support and consulting. Partners receive a discount on OpenNebula subscriptions services, training and events.

OpenNebula Software

OpenNebula Community Edition is fully open-source software product 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 Enterprise Edition of OpenNebula, receive commercial support from OpenNebula Systems, and influence development with direct contact with the developers.

Partner Logos

The "Solution Provider" Partner logo helps customers quickly identify OpenNebula partner's solution.

Solution Logos

The "Powered" Partner logo helps customers quickly identify solutions that embed OpenNebula.

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