



# Channel program



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# Channel Program of Pandora FMS

At Pandora FMS we believe that technology is the key to business growth and that only those companies that know and control in detail their systems and applications are able to create new solutions and user experiences that are able to immediately position themselves ahead of their competitors.

Being a Pandora FMS partner means being able to show any company how its IT infrastructure is responding to the demands of the business and its users, both internal and customers; New partners on the one hand know well the markets in which they operate and their customers and on the other hand have specialized lines of business.

The framework of our partner program is based on commitment to Pandora FMS, capabilities, competencies and related products.

**Get more benefits, build customer  
loyalty and open new lines of business  
thanks to our solution.**

**Pandora FMS is the perfect complement  
to support the sale of all types of  
business services and products.**



# Partnership Levels

There are three types of Enterprise partners: Silver, Gold and Platinum.



They form x1 sales representative. They are granted Pandora FMS pre-sales resources.



They form x1 sales representative and x1 specialized technician. They are granted Pandora FMS pre-sales resources.



They form x2 sales representatives and x2 specialized technicians. They are granted pre-sales resources as well as Pandora FMS post-sales support.

The Partner Program framework is based on levels, competencies and specific solutions designed to support and reward you.

# Benefits and requirements

## Benefits



Discount licenses	✓	✓	✓
Discount on company services	✓	✓	✓
Services offered for the Enterprise	✓	✓	✓
Access to the Partner Portal	✓	✓	✓
Pandora FMS logo and branding	✓	✓	✓
Access to Marketing resources	✓	✓	✓
Sales/Presales support	✓	✓	✓
Access to Support Portal	✗	✓	✓
Commercial Training	✓	✓	✓
Technical Training	✗	PAT	PAT / PAE
Access to Roadmap	✗	✗	✓
Opportunity registration	✗	✗	Per caso
Lead distribution	Optional	Optional	✓
Webinars and events	✓	✓	✓

## Requirements



Put us on your website	✓	✓	✓
Pandora FMS Partner Questionnaire	✓	✓	✓
Sign agreement	✓	✓	✓
Level 1 Support	✗	✗	Optional
Commercial Certification	x1	x2	x2
Technical Certification	✗	x1	x2
Annual Objective	✗	✗	✓
Content collaboration	✓	✓	✓



# We are here to help. When our partners succeed, **we all succeed.**



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