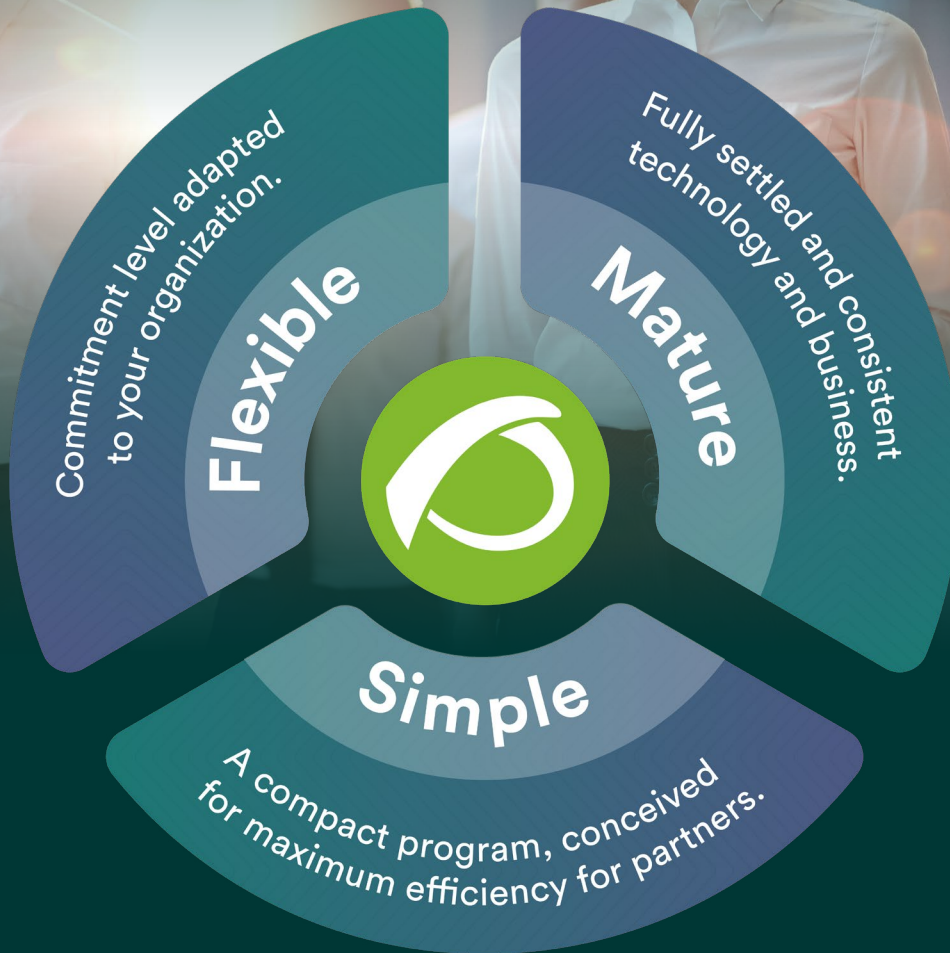


Channel Program Brochure

PANDORA FMS



*“Thanks to **Pandora FMS**, we enlarged our monitoring design and implementation service portfolio, which goes beyond just selling a license. And although our main activity is system management services, we are able to offer this added value to customers that don’t need these services, which has expanded our business.”*

- Junichi Satoh, Rworks, Japan



PANDORA FMS CHANNEL PROGRAM

PANDORA FMS

We at Pandora FMS believe that technology is key for business growth and only those enterprises that know and control their applications and systems in detail are capable of creating new solutions and user experiences to get ahead of their competitors.


We help our partners so that their clients can align IT with their business.

Becoming a Pandora FMS partner means showing any company how their IT infrastructure performs in the face of business and user demands, both internal as well as clients. New partners on the one hand fairly know the markets they operate in, and their clients on the other hand, have specialized business lines. The frame of our partner program is based on commitment to Pandora FMS, capabilities, competences and related products.

pandorafms.com


Becoming a Pandora FMS partner allows you to get more benefits, ensure customer loyalty and open new business lines. Thanks to our solution, you may reach all business lines. It is the perfect complement to support selling all kinds of enterprise-oriented services and products.

Partnership levels




PANDORAFMS Silver Partner

They train at least one salesperson to know what features and in what projects may work. They have Pandora FMS presale resources to offer integral solutions (licenses and professional services) to their clients.



PANDORAFMS Gold Partner

They train a technician and a salesperson to make complex offers. They have Pandora FMS presale resources to offer integral solutions (professional licenses and services) to their clients.



PANDORAFMS Platinum Partner

They train two salespersons and two technicians and can offer their own first-level support if they wish so. Pandora FMS can support them in all project areas although they have the technical expertise to be independent.



BENEFITS & REQUIREMENTS



BENEFIT HIGHLIGHTS

License Discount	✓	✓	✓
Ártica Services Discount	✓	✓	✓
Partner Portal Access	✓	✓	✓
Pandora FMS Partner Logo and Trademark	✓	✓	✓
Access to Marketing Resources	✓	✓	✓
License for Tests and Demos	✗	✗	✓
Presale/Sales Support	✓	✓	✓
Technical Support/Access to the Support Portal	✗	✓	✓
Sales Training	1 pax	1 pax	2 pax
Technical Training	✗	PAT	PAT/PAE
Roadmap Access	✗	✗	✓
Opportunity Registry in CRM	✗	✓	✓
Lead Distribution	✗	✓	✓
Webinars and Events	✓	✓	✓

REQUIREMENTS

Pandora FMS Partner Survey	✓	✓	✓
Sign Agreement	✓	✓	✓
First-level Support	✗	✗	Optional
Sales Certification	✓	Si (1 pax)	Si (2 pax)
Technical Certification	✗	PAT	Si (PAT/PAE)
Annual Objective	✗	✓	✓
Content Creation Collaboration	Optional	Optional	Optional
Development and Improvements			

If you are interested in joining our Channel Program and you are not a current member, [contact](#) us to learn more.



We are here to help you.
When our partners are successful, we all are!



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