

PARTNER PROGRAM



DEFINE TECH, AN ISV HEADQUARTERED IN THE UK CAN SUCCESSFULLY ENABLE HIGHLY PERFORMANT IT INFRASTRUCTURE FOR A BROAD VARIETY OF WORKLOADS AND VERTICALS, INCLUDING HPC, FINANCE, BROADCAST AND MEDIA AND BEYOND. WITH A FOCUS ON CLOUD, WE AIM TO ASSIST CUSTOMERS ON THEIR CLOUD-NATIVE JOURNEY FROM THE DESKTOP TO THE DATACENTRE, ADDRESSING ALL AND ANY REQUIREMENTS INCLUDING HARDWARE, SOFTWARE AND APPLICATION OPTIMISATION.

ABOUT THE PROGRAM

We launched the Define Tech Partner Program, based on the understanding that our unrivaled software and support, coupled with our technology partners' expertise would result in a winning combination for delivering best-in-class solutions to our customers.

At Define Tech, our technology partnerships are at the core of what we do. We recognise that our channel partners are integral to our overall success in delivering an excellent customer experience from concept to completion. We are committed to delivering a simple, predictable and profitable partner program with the aim of building trusting, long-term relationships that result in satisfying our mutual customers.

PROGRAM GOALS & BENEFITS

Program Goals:

















- A margin rich partner program that rewards and protects proactive customer engagement and vendor collaboration
- Growth of your software and services revenue to hone your end-to-end solution portfolio.
- A comprehensive training program to tailor your sales, technical, and marketing skills.
- Increase the strategic value our partners bring to customers through innovative, forward-looking technologies.

Program Benefits:

- Deal registration
- POC Support
- Marketing
 - Co-branded Collateral
 - Sponsorship opportunities for Events and Conferences
- Logo on website
- Sales Support & training

PARTNER PROGRAM LEVELS

Partner Program Tier	Tier Requirements	Discount Level
Authorised	New resellers looking for discounted pricing only	\$
Partner	Resellers that have invested in Sales training and Tech support who are actively pushing Define Tech solutions and can apply for deal registration.	\$\$
Partner+	Same as partner level but with deal registration in place and approved.	\$\$\$

Tier Exclusive Benefits	Authorised Reseller	Partner	Partner+
Discounted Pricing			
Partner Portal Access <i>(for sales aids and co-branded marketing material)</i>			
Partner Program Logo Usage			
Logo on Define Tech Website			
Deal Reg Access			
Proof of Concept (POC) Support			
Sales Training & Support			
Highest Margin Potential			

TO APPLY FOR PARTNER STATUS OR TO FIND OUT MORE,
VISIT WWW.DEFINE-TECHNOLOGY.COM/PARTNERS

For pricing or to discuss your requirements:

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