

PARTNER PROGRAM

The ZettaGrid Cloud Partner Program is designed to help and reward partners to build innovative customer solutions.



AGIMO Data Centre as Service
Multi-Use List Member

ABOUT ZETTAGRID

Zettagrid is an award winning Australian IT infrastructure provider for businesses. We offer a national, enterprise-grade cloud platform integrated with direct network connectivity. By customising and connecting these services, we can provide fast and free data transfer between your premises, we also empower our customers by providing a highly automated self service Platform.

OUR PARTNER MODEL

Our focus is partners servicing SMB through to mid market with a range of IaaS offerings including Virtual Server and Virtual Data Centre, Backup, Business Continuity, Virtual Desktop, as well as network and colocation services.

The Zettagrid Cloud Partner Program is designed to help and reward its invited partners to build innovative customer solutions using technology based on Zettagrid award winning infrastructure.

The Zettagrid Cloud Partner Program is a wholesale or white label only service that does not bill the end user customer. White labelling allows partners to set their own brand and margin on the IaaS/cloud products, but removes the headaches of building and managing the infrastructure. A significant differentiator is that we can include communications and colocation services as part of a holistic solution.

WE'LL HELP YOU DEPLOY THE
BEST INFRASTRUCTURE SOLUTION
FOR YOUR CUSTOMERS

LET'S TALK **1300 597 656**



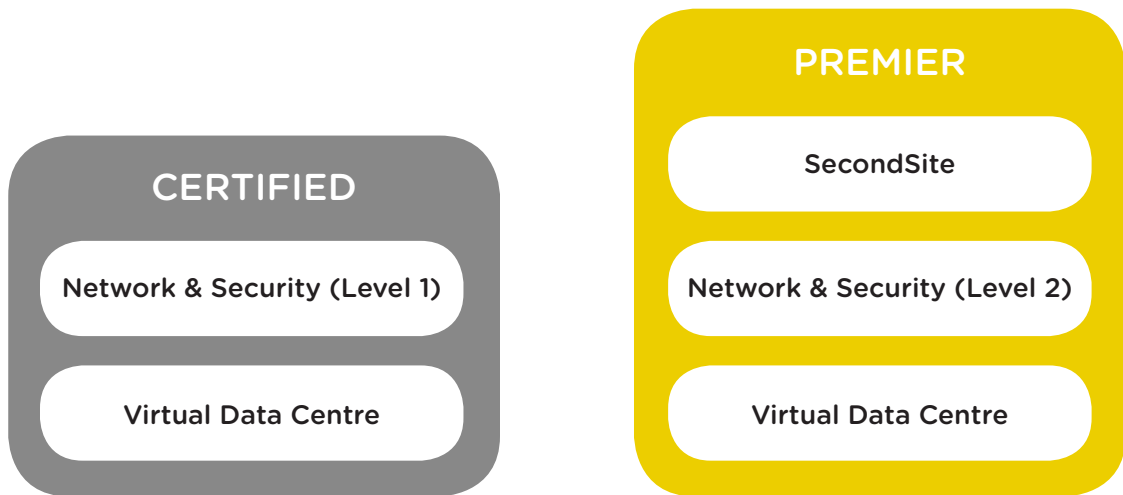
www.zettagrid.com

PROGRAM TIERS

ZettaGrid Cloud Program provides partners with a range of pathways and options of how to work with and benefit from selling ZettaGrid's solutions.

The program has two levels. Each is designed to suit different partner capability in sales, technical and marketing and the core competencies in the ZettaGrid product suite.

Represented below are each of the program tiers and the core competencies.



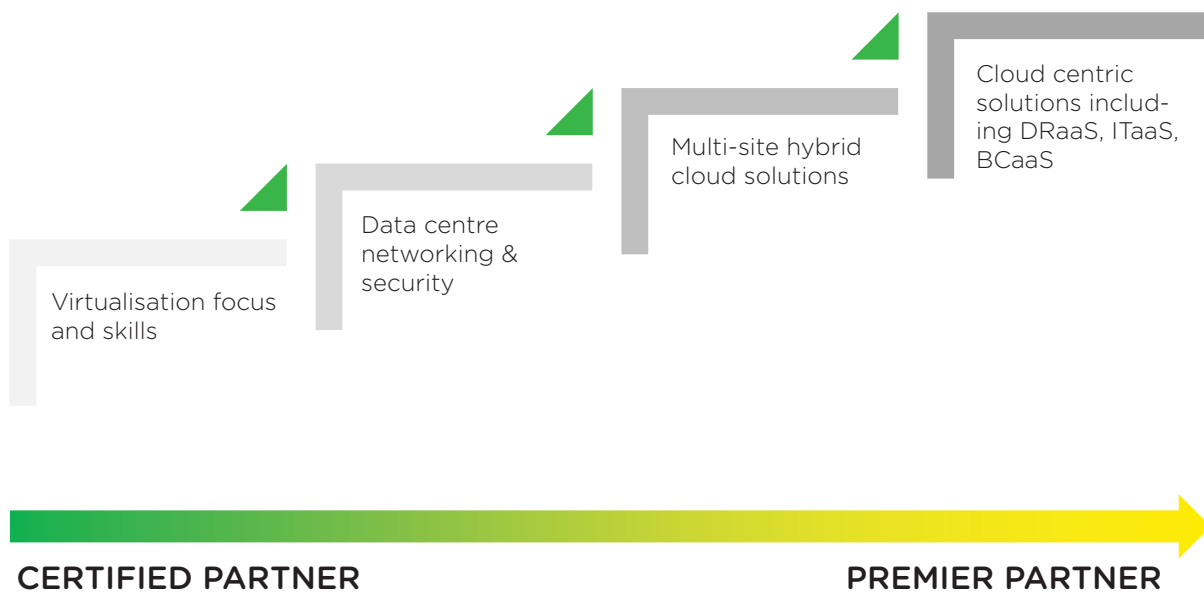
ALIGNED ENGAGEMENT & SUPPORT

No matter if you are a smaller partner looking to supply a SMB customer with a simple Virtual Data Centre solution or a systems integrator designing and deploying a multi-site enterprise grade DR or BC solution, partners need the right help and support from their chosen vendor technology partners.

Zettagrid understands this and has structured the Cloud Partner Program to ensure that partners have access to the right level of Zettagrid skills, expertise, product supply and pre and post sales support to match their requirements. This could be directly from a Zettagrid Channel Account Manager (CAM) or Engineer, but always with the same goal of being able to help and support the partner to meet the needs of their client base.

CUSTOMER SOLUTIONS

The Zettagrid Cloud Partner Program supports and encourages its Premier and Certified partners to develop their own unique solution set.



PARTNER CAPABILITY

It is expected that a partner be a VMware or Microsoft certified partner familiar with virtualisation technologies. Zettagrid has aligned its training and certification requirements to these key Zettagrid vendor technology partners rather than requiring additional Zettagrid specific certifications.

This holistic approach makes it easy and cost effective for a partner to start selling Zettagrid services. Zettagrid product collateral, quoting, provisioning systems and support training is available during the onboarding process.

PARTNER RESOURCES

Zettagrid has a range of online resources to help partner sales and technical staff to grow their skills around the range of Zettagrid products and customer solutions. Additionally Zettagrid solution architects are available to assist partners with pre-sales design and solution development as well as conducting in house training sessions.



All Premier and Certified Partners have the benefit of having access to Marketing Development Funds to highlight and showcase their business to their clients and prospects.

This includes being able to leverage their status within the program via the Zettagrid's web site leveraging their Zettagrid partner program logo as well as utilising Zettagrid's channel marketing resources that includes approved external third party specialist agencies to create tailored campaigns around their specific solution.

REWARDS FOR SKILLS, VALUE & GROWTH

The Zettagrid Cloud Program at the Premier and Certified level is open to a select group of partners that not only meet the skills criteria, but who also want to grow in partnership with Zettagrid. The program places a lot of emphasis on collaborative planning around agreed joint outcomes, not just revenue growth.

So while other programs may focus on quarterly revenue as the key metric, Zettagrid will provide a range of incentives and rewards for doing what makes commercial sense. This could include targeting a new strategic account with a specific solution, growing sales or engineering capabilities or even commissioning a Zettagrid service for in house use that can highlight the partner's area of expertise.



Zettagrid Premier and Certified partners can gain a further advantage on the competition by utilising the Deal Registration system. Registering an opportunity will provide increased margin and potential exclusivity protection for the partner.

Zettagrid knows consistent growth comes from those partners that are well supported, focused and profitable, which is the core of the Zettagrid partnering philosophy.

PARTNER REQUIREMENTS

The Zettagrid Cloud Partner Program has only two levels of status with corresponding requirements.

Premier and Certified partners are brought into the program on invitation only basis by Zettagrid after completing a suitability assessment that includes a brief business plan of who, where and how the partner will work with Zettagrid over the coming 12 months.

As a guide, the following table lists the high level requirements and associated Cloud Partner program benefits. Each Premier and Certified partner has a specific, tailored and binding plan jointly agreed to by Zettagrid and the partner management team that reflects their particular strengths, aspirations, targeted customer segments, and of course goals and commitments. Therefore the table below is only an indication of requirements and benefits.

Requirements	Certified	Premier
Revenue		
Net new revenue target (annual)	\$24K	\$50K
Renewal KPI	>85%	>85%
Specialisations		
Virtual Data Centre	Minimum	Minimum
Networking & Security	Option	Yes
Second Site	N/A	Yes
Technical Competency (per location)		
VMware VCP or Microsoft MCSE	1	2
Able to design, deploy cloud solutions. Must be able demonstrate to Zettagrid that they have these competencies	Yes	Yes
Sales Competency		
VMware VTSP or Microsoft MOSPA Cloud Essentials	1	2
Provide and manage sales pipeline to meet the revenue & business plan requirements	Yes	Yes
Business plan	Yes	Yes
Approved Marketing activity	1 pa	2 pa
Case study/Customer satisfaction	1 pa	2 pa
Formal reviews per annum	1	2
Billing Platform & Help Desk	Yes	Yes
Demonstration	In house use	In house use

PARTNER BENEFITS

Benefits	Certified	Premier
Engagement	Zettagrid CAM & SE	Zettagrid CAM & SE
Provisioning status & white label	Zettagrid	Zettagrid
Partner Portal Access	Yes	Yes
Zettagrid logo usage	Yes	Yes
24 x Engineer Support	Yes	Yes
Deal Registration	Yes	Yes (Exclusivity*)
Preferential Pricing	Certified price list	Premier price list
Marketing Development Funds (MDF)	Up to 50% on application	Up to 75% on application
In house use NFR billing credit	\$200 pm	\$500 pm
Product pre-release testing & info	No	Yes
Training offsets	Yes	Yes
Lead referral	Ad hoc	Yes
Private portal, info, exclusive promos	Yes	Yes
Program Status Logo	Yes	Yes

MORE INFORMATION & HOW TO JOIN

To find out how you can become part of the Zettagrid Cloud Partner Program contact your Zettagrid partner manager on 1300 597 656 or go to www.zettagrid.com/partners

