

# Levanta Partner Plus+ Program

Levanta is proud to introduce a very unique channel program developed with the channel's interest in mind. The program is designed to give our Partners a simple, consistent, and lucrative way to grow their businesses selling an industry-leading Linux management solution.

## Announcing Levanta's Partner Plus+ Program!

Our program has been developed to increase profitability for partners of all sizes. An ideal partner will have a Linux practice, with familiarity with various Linux distributions, as well as knowledge of Open Source technologies. Industry certifications are a plus, but not a pre-requisite for enrollment.

Programs are based on the level of engagement between Levanta and the Partner. The level of partnership determines:

- Margins
- Training available
- Levels of support
- Co-selling opportunities
- Marketing engagement (MDF, etc.)
- Access to additional Levanta resources

### Training

Levanta's Intrepid M™ is an easy to understand and easy to sell product. We are dedicated to enabling our partners to sell our product, in a short sales cycle.



### Training includes, but is not limited to:

- WebEx demonstrations
- In-house training for sales and engineering teams
- On-site training at Levanta's HQ
- Access\* to demo appliance
- Co-selling engagements

\* Please contact Levanta's channel sales team for more details

### How is our Program Unique?

- Simple two-tier program
- Simple to make \$\$
- Simple to enroll
- Simple to partner

Levanta is now recruiting channel partners in all major markets across North America.

Visit [www.levanta.com/partners](http://www.levanta.com/partners)  
for details and easy online instructions  
or call 650.403.7216.

"The Intrepid M is simply the best solution on the market today for Linux server management – whether your customer has 10 Linux servers, or thousands. Levanta gives the type of ongoing training and marketing support that puts its partners in a great position to make money."

- Raj Chahal, VP Product Marketing, Genstor Systems

## Premier Plus+

The Premier Plus+ is the highest level of partnership, and includes:

- Access to marketing materials (i.e. sales presentations, documents, data sheets, white papers, and customer success stories)
- Priority access into Levanta's sales, dedicated channel, and services organizations for co-selling efforts
- Sales and technical training
- Access to qualified leads from various lead generation, and marketing campaigns
- Logo designating partnership at the Premier Plus+ level
- Up to 35 points available on units sold per the terms of the Reseller Agreement
- Participation in demo unit program
- Presence in Levanta's Partner Locator
- Access to Partner Portal
- Opportunity registration



## Preferred Plus+

The Preferred Plus+ program allows a partner to earn margin via a referral-based relationship. This program includes:

- Access to Levanta's marketing materials (i.e. sales presentations, documents, data sheets, white papers, and customer success stories)
- Basic access to Levanta personnel for training and product information
- Basic training resources
- Logo designating partnership at the Preferred Plus+ level
- Up to 10 points available on referral business per the terms of the Referral Agreement
- Presence in Levanta's Partner Locator
- Access to Partner Portal
- Opportunity registration



### Levanta Partner Plus+ Program Benefits

#### Premier Plus+ Partners

#### Preferred Plus+ Partners

Online access to Levanta's marketing materials including sales presentations, data sheets, white papers, and success stories

Secure partner portal access

Presence on Levanta partner locator

Opportunity Registration via the partner portal

Logo designating partnership level with Levanta

Quarterly channel update communication

Account planning & co-selling engagement

Marketing program support

Receive access to qualified leads from various marketing and lead generation activities

Priority access to engineering resources

Priority access to sales resources

Participation in demo unit program

"This is the first solution on the market that makes Linux environments easier to manage than most Windows environments. Levanta is opening up a unique opportunity for resellers to make money in the Linux marketplace."

- John Marciano, Chief Operating Officer and Director of Sales, KIS

[www.levanta.com/partners](http://www.levanta.com/partners)

## Partnering Process

- Apply using the online application to join the Partner Plus+ Program
- Appropriate level of partnership will be determined based on information provided on the online application and other communications
- After signing the partner agreement, partners will be assigned a Partner Plus+ ID#
- Partner will be granted access to the partner portal, after acceptance to the program
- Training for sales and engineering organizations scheduled & conducted within 2 weeks of enrollment
- Account planning & co-selling begin!

## Partner Benefits

- Simple program with easy to understand program levels
- Straightforward margins
- Excellent sales and engineering support
- Innovative technology to add more value to your line card

## Apply Now!

For more information about Levanta's Partner Plus+ Program and how to apply, visit [www.levanta.com/partners](http://www.levanta.com/partners) or call 650.403.7216.

## About Levanta

Levanta is a leader in Linux management and data virtualization. Levanta's unique technology marries change control with data virtualization, delivering dramatically faster and more flexible control of Linux on commodity hardware, racks, blades, boxes, and even virtual machines. Levanta's Intrepid provides a turnkey solution for partners to deliver Linux management, simply!