Zmanda Partner Program – for Systems Integrators, Hardware and Software Vendors, Managed Service Providers and OEMs

In an effort to expand Zmanda's market presence, and to enable partners to develop solutions for end customers based on Zmanda's backup/recovery product offerings, Zmanda has established a Partner Program. The Zmanda Partner Program is focused on systems integrators, hardware and software vendors, managed service providers and OEMs, to the benefit of the end customers serviced by each of these constituencies.

This program is for you if you are a service provider, a professional services organization or other value-added business that wants to implement, support and/or sell Zmanda service-oriented solutions for your end customers. The program also supports partners with technology that is complimentary to Zmanda's products and services.

Zmanda offers its partners a low-cost, enterprise-class backup/recovery solution. Partnering with Zmanda enables you to enter price-sensitive markets while maximizing your share of project budgets through reduced software spend.

Zmanda Partner Program membership includes:
- World class 7x24 technical support
- Referral fees
- Full-use demonstration and development licenses
- Access to Zmanda's certification lab resources
- Complimentary sales and technical training
- Invitations to participate in joint marketing activities and events
- Access to sales tools and marketing collateral
- Listing on the Zmanda partner web site
- Use of Zmanda logos by Partners
- Discounts on professional services and training to facilitate solution development

Partner commitments include the following:
- Refer new customers to Zmanda
- Establish Zmanda presence on partner web site
- Use by Zmanda of Partner logos; Establish partner presence on Zmanda web site
- Maintain Zmanda certified sales and technical resources on staff

The Zmanda Partner Program has three levels: Basic, Standard and Premium. The Basic partner level is for new partners and those in the early stages of developing business with Zmanda's backup/recovery solutions. The Standard level is for partners that agree to achieve specific goals related to new customer acquisition for Zmanda. The Premium level is by invitation-only and is reserved for partners that establish joint business and cooperative technical support plans with Zmanda.

Basic Partner Requirements (no annual fee)
- Self-certify by installing, configuring, backing up and restoring; send logs to Zmanda

Standard Partner Requirements ($500 annual fee)
- Self-certify by installing, configuring, backing up and restoring; send logs to Zmanda
- ½ day implementation/best practices training from Zmanda

Premium Partner Requirements (invitation only)
- Self-certify by installing, configuring, backing up and restoring; send logs to Zmanda
- 1 day training to include implementation/best practices and L1/L2 support enablement

Benefit	Basic	Standard	Premium
Zmanda Logo Usage	X	X	X
Zmanda Website Post	X	X	X
Referral Fees		X	X
Development & Demo Licenses		X	X
Sales & Tech Training		X	X
Joint Marketing		X	X
Tools & Collateral		X	X
Services Discounts		X	X
7x24 Support			X
Certification Lab			X