

## RESELLER PARTNER PROGRAM

### OPEN VIRTUAL DESKTOP ENTERPRISE

The cross platform solution for virtual apps and desktops



#### OVERVIEW

Partnerships are the foundation of our business model. Partners deliver the cloud based initiatives for mobility, BYOD programs, remote branch office and alike that our clients are seeking. With our open source, cross platform solution, Inuvika offers an innovative alternative to address the burgeoning world-wide market for desktop virtualization technology.

#### WHY JOIN?

Joining our partner program you will see that teaming up with Inuvika is an easy and smart move for your business. Inuvika products will not only enrich your portfolio but provide your business with a competitive edge. Designed to help you build an equitable and profitable business, our program offers tools and resources to assist in providing the expertise your customers deserve.

#### MEMBERSHIP LEVELS

Whether you are providing professional services, reselling enterprise solutions, or both the Inuvika Partner Program offers benefits designed to assist you. As a Registered Partner you will have on-line access to support tools and resources to assist you in building success stories. As a Premium Partner, your increased dedication to Inuvika and our technology will be supported through enhanced benefits and direct access to Inuvika sales and technical teams.

Whichever level you choose Inuvika provides the resources and support to help you expand your solution portfolio and business. Our program is designed to assist the development of your technical and sales expertise and build your marketing programs to ensure success.

#### KEY BENEFITS

- Annuity sales
- Access to Inuvika specialists
- Training from the experts

#### SALES

- Account management
- Lead distribution
- Deal registration
- Special bid pricing

#### MARKETING

- Demonstration products
- Demand marketing support
- Success stories
- Seminar support

#### TECHNICAL

- Online forum
- Expert post sales support
- Pre-sales advice

General Benefits	Description	Premium	Registered
Online resources	Access to sales and marketing resources through the Inuvika Partner Portal.	●	●
Information	e:newsletter - periodic email based news letter detailing the latest news and offers from Inuvika.	●	●
Web site listing	Inuvika web site listing with certification level and brief description of services offered.	●	●
Program Logo	Use of the Inuvika Partner Program logo on your web site and in promotional materials.	●	●
<b>Sales</b>			
Account Management	Partner Account Manager - dedicated point of contact for opportunity management and bid requests.	●	
	Sales Support - Direct access to the Inuvika sales team for bid and sales support.	●	
Opp. Management	Lead Distribution - Eligible to receive leads from Inuvika and the Inuvika Distributor Network.	●	●
	Deal Registration - register opportunities with Inuvika for deal support.	●	●
	Annuity Sales - Annual subscription renewals providing an annuity revenue stream.	●	●
Preferred Pricing	Special Pricing - Special bid pricing eligibility to help close large sales opportunities.	●	
Certification	Sales Training - Access to online sales training and certification for all Inuvika products.	●	●
Events	Seminars - Eligibility to attend in region or online seminars.	●	●
<b>Marketing</b>			
Marketing Tools	Collaterals - Access to product collaterals, campaigns and templates as they become available.	●	●
	Success Stories - Customer case studies on Inuvika.com	●	●
	Demonstration Products - Not-for-resale demonstration subscriptions to Inuvika products.	●	●
Marketing Support	Marketing Forum - Attendance at periodic partner marketing forum.	●	●
	Seminar Support - Sales and marketing team support at partner seminars and events.	●	○
<b>Technical</b>			
Training	Notification and attendance at online and in-region technical training events.	●	●
Support	Email Support - Access by email to Inuvika technical team for pre-sales support.	●	●
	Knowledge Base - Inuvika knowledge base through to research answers to technical product questions.	●	●
	Support Portal Access - Create and manage support tickets online.	●	●
	Pre-sales Telephone - Pre-sales telephone technical support from Inuvika technical professional.	●	
	Pre-sales On-site - Ability to engage Inuvika pre-sales team for on-site engagements.	●	
<b>Professional Services</b>			
Consulting	Consulting Engagement - Ability to engage Inuvika consulting services for client engagement.	○	○
	Solutions Architect - Access to Inuvika solutions architect.	●	○
Pre-Release Products	Access to beta releases for testing.	●	
Technical Forum	Quarterly webinars and in-region seminars.	●	●

## REQUIREMENTS AND BENEFITS

The membership requirements for each partner program level are straightforward, there are no direct program membership fees. We work with you to define realistic goals to ensure success can be realized quickly.

## TRAINING

Each membership level requires a minimum number of trained salespeople, Inuvika provide ongoing training to all partners without charge. Our technical training program ensures that your staff have the key skills to design, implement and support Inuvika solutions.

## SALES PLANNING

We want to build success together and so we work with all of our partners to build a pipeline of opportunities to meet an agreed annual target.

For our Premium Partners we work with you to define a business plan that details how you will meet the agreed project and revenue targets.

## NOT FOR RESALE SUBSCRIPTION

Membership of the program entitles partners to an annual NFR Subscription Agreement. The NFR SA allows your organization to use Inuvika software for in-house and for demonstration purposes. The NFR provides a 25 CCU subscription key.

## About Inuvika

Inuvika Inc. was formed to deliver software platforms and integrated infrastructure systems for cloud computing. Our technology connects users to their place of work from anywhere. Our technology works with any type of device. Inuvika chooses to build its business around open source software. The advantage is that the product 'community' and users contribute to constant improvement and feature development, this allows Inuvika to offer services at an unbeatable price point.

Requirement	Premium	Registered
Annual Goal	30 Registered Opportunities	10 Registered Opportunities
Business Plan	Yearly	None
Technical Certifications	1	1
Sales Certifications	1 (FOC)	1 (FOC)
Inuvika Partner Subs. Agreement	25 User NFR	25 User NFR
Quarterly Sales Forecast	Yes	No

## HOW TO JOIN

To enroll in the Inuvika Partner Program please email [info@inuvika.com](mailto:info@inuvika.com) requesting an application form and Partner Agreement.

## FURTHER DETAILS

For further details of Inuvika products or programs visit [www.inuvika.com](http://www.inuvika.com)

## Terms and Conditions

This document is for informational purposes only. Inuvika makes no warranties, express or implied, in the document. Subscription Agreements are governed by the Inuvika General Terms and Conditions.

Copyright © 2016 Inuvika. All rights reserved.