



Flexential Partner Network



Partners are a key component of Flexential's go-to-market strategy. That's why we are committed to providing our partners and their clients with a world-class experience. From our robust suite of hybrid IT solutions, to our dedicated channel resources, as well as neutral sales compensation model, Flexential's goal is to help you grow your business and drive more service revenue.

Partner types



Referral

Flexible Partner – Referral partner who refers leads directly to Flexential with no annual revenue commitment



Agent

Authorized Partner – Sub-agent partner that refers leads through a Technology Services Distributor (TSD)

Premier Partner – Agent partner who refers leads directly to Flexential and has an annual revenue commitment

Elite Partner – A TSD or Agent partner who refers leads directly to Flexential and has an annual revenue commitment



Resale

Solution Provider - Resells Flexential solutions to their clients

Expand your offering



Colocation



Interconnection



Cloud



Data protection



Professional Services

Program resources

Flexential's partner program has dedicated channel sales, engineering and marketing teams as well as the following resources to support our partners:

- Easy-to-navigate Partner Portal
- Partner enablement/training
- Sales and marketing collateral
- Proposed based MDF
- Partner webinars/communication
- Lead gen/account mapping

Program benefits and requirements

BENEFITS	Referral	Agent			Resale
	Flexible	Authorized	Premier	Elite	Solutions Providers
Access to a complete suite of hybrid IT solutions	X	X	X	X	X
Dedicated channel sales, engineering and marketing resources	X	X	X	X	X
Partner portal access	X	X	X	X	X
Online/self-paced training courses		X	X	X	X
One-time referral payment	X				
Residual partner compensation		X*	X	X	
Proposed based MDF		X	X	X	X
Qualifies for upgrades and renewals		X	X	X	X
Owns customer and billing; ability to set pricing and resell margins					X
Comp neutral channel sales model	X	X	X	X	X
REQUIREMENTS					
Contract with Flexential	X		X	X	X
Lead registration	X	X	X	X	X
Annual revenue commitment			X	X	
Maintain customer relationship throughout customer lifecycle		X	X	X	X
Provide first level of support					X

* Paid through Technology Services Distributor (TSD)

If you're interested in a partnership with Flexential, please contact partners@flexential.com.