

BECOME A PARTNER

Accelerate your profitability. Together we win.

There are three good reasons to partner with ORock: to expand your customer base, to increase your market share and to speed your revenue growth. Partners have always been integral to ORock's success. And by collaborating with you, we increase revenue and success for both our businesses.

Why ORock Partnership is Right for You

As a channel-led infrastructure and cloud service provider, ORock is your foundation for high-margin services delivering a private, high performance fiber optic network and a scalable open source cloud built on the Red Hat OpenStack Platform. We're committed to helping you develop a successful cloud practice.

Our military-grade architecture and partner-friendly business model provide a differentiated platform for hosting custom or COTS applications and selling high-margin services and solutions. Instead of competing with you, we strive to empower you in your efforts to solve customer problems and migrate organizations to the cloud while growing your recurring revenue streams.

The ORock Difference

ORock has strong relationships with a broad ecosystem of channel partners, making it possible to offer our resellers best-in-class products and services to their end users. Our technology partnerships bring together comprehensive solutions capable of meeting your customers' unique IT needs.

Key ORock Partner Program Features

True business growth requires access to meaningful, tangible business infrastructure, tools and resources. Here's what you can expect from joining our partner program to help deliver that growth.



COLLABORATIVE ENGAGEMENT

- Streamlined onboarding
- Sales and technical enablement, training modules and badging
- Access to ORock Sandbox
- Proof of Concept (POC) support



FLEXIBILITY AND PROFITABILITY

- Strong profitability with front-end discounts and back-end rebates
- Channel or referral partner models
- Flexible deployment options
- Sell into government and/or commercial/enterprise



WHITE GLOVE SERVICE

- Hands on co-selling with ORock sales and technical teams
- Dedicated Account Managers
- Joint business planning and GTM



OROCK UNIVERSITY

- Courses designed to help you market better and sell more
- Completion badges can be shared via social media
- Learning pathways lead to greater partner benefits
- Enrollment automatic for all partners

ORock is a trusted cloud service provider that offers tremendous value proposition

- ORockCloud is the only FedRAMP Moderate cloud built on Red Hat OpenStack Platform and approved for HPE GreenLake
- Our strategic technology partnerships give you access to additional resources and programs
- Our private, high-performance fiber optic network addresses application performance needs
- We charge no data access or egress fees, giving you the transparency and ability to predict cloud spend
- The opportunity to realize unmatched profitability, with compelling front-end margins and back-end rebates

BENEFITS	CHANNEL PARTNER	REFERRAL PARTNER
Sales Support		
Deal Registration	✓	✓
Partner Portal Access	✓	✓
Sales Enablement Support	✓	
Teaming Agreement	✓	
Channel Manager Support	✓	
POC Support	✓	
Financial Benefits		
Front-end discount (registered deals)	✓	
Back-end rebates*		✓
Technical Support		
Pre-sales Solution Architect	✓	
Bid/Proposal Assistance	✓	
Sandbox Environment	✓	
Knowledge Base Access	✓	✓
Marketing Support		
Logo on ORock Website	✓	
Co-Branded Marketing Collateral	✓	
Press Release	✓	
Lead Sharing	✓	
REQUIREMENTS		
Sales Support		
Sales and Technical Training Requirement	✓	
ORock Logo on Partner Website	✓	
Annual Business Plan	✓	
Joint Business Review	✓	
End Customer Billing	✓	
Industry Certifications		
Red Hat Certifications	Preferred	

*Back-end rebates require attainment of sales and technical badges per the current program requirements.