

# Alliance Partner

Dimension Data OneCloud Partner Programme



Dimension Data OneCloud Alliance partnership is ideal for Partners that are interested in trading within an ecosystem of cloud providers or expanding their cloud footprint globally.

A Dimension Data OneCloud Alliance partnership gives you the ability to offer your multinational customers the same cloud services benefits by exchanging traffic across diverse geographical regions.

Alliance Partners gain exposure to elite programme benefits as well as preferential access to the technical capabilities of Dimension Data's Global Cloud Exchange.

Dimension Data's Global Cloud Exchange allows partners to trade cloud resources and capacity with one another – enabling you to extend your cloud footprint globally.

Dimension Data's Global Cloud Exchange ensures partners have optimal performance, minimal latency, data sovereignty and cost-effective pricing.

Alliance partners are able to buy and sell services across multiple regions, providing a consistent and compatible experience across shared infrastructures and technologies.

## Benefits

- Go to market with your own brand
- Receive competitive partner pricing
- Retain high touch with your client through billing and providing first level support
- Maintain ownership of your client accounts
- Receive dedicated partner Account Management
- Extend your footprint across five regions via Dimension Data's global network of managed cloud platforms
- Deploy a dedicated cloud platform in your data centre of choice, or white label any number of our global public platforms and services
- Receive professional enablement services and support, including organisational development, commercial engagement, sales and marketing, and service delivery
- Access to joint Market Development Funds

## Additional benefits

- Gain preferential access to the technical capabilities of Dimension Data's Global Cloud Exchange
- Exclusive use of Dimension Data's OneCloud Alliance Partner logo
- Take advantage of Dimension Data's full range of custom services, including third party offerings under your brand

## About Dimension Data

With a broad suite of cloud services; a single global cloud platform; advanced cloud orchestration and management technologies; and cloud enablement services, Dimension Data enables our partners to bring to market a broad suite of cloud services in a matter of weeks.

After completing an enablement programme, you will have a public or private cloud service customised with your own brand identity.

## Dimension Data Managed Cloud Platform

Dimension Data's Cloud Services are delivered on our Managed Cloud Platform (MCP), a fully managed cloud delivery platform. The MCP comprises industry-leading hardware and software, coupled with virtualisation technology, operating system software, and Dimension Data CloudControl, our cloud management system that provides operational control and automation of cloud resource provisioning, orchestration, administration, and billing.

As a single platform for all of Dimension Data's Cloud Services, clients are able to easily move between public cloud, private cloud and hybrid cloud models without having to re-architect and re-integrate the underlying infrastructure, saving time and money.

For more information contact: [Onecloud@dimensiondata.com](mailto:Onecloud@dimensiondata.com)

or visit [dimensiondata.com/OneCloud](http://dimensiondata.com/OneCloud)