Resell Partner

Dimension Data OneCloud Partner Programme

onecloud

Resell Partner

IT 'as a Service' is radically transforming the business landscape - and is shifting how your customers address their software and application hosting, data security and management. The traditional model for delivering IT services can no longer keep up with the pace and demands of organisations, but the potential of the cloud enables IT to be delivered-as-a-service, on-demand, swiftly and at a competitive price point.

Resellers are constantly faced with the task of generating more revenue from services with hardware and software margins continually decreasing.

Cloud computing represents an opportunity for resellers to translate expertise in infrastructure, networking and software solutions into cloud revenue.

The change in focus for delivering and consuming IT-as-a-Service allows you to open new revenue streams, retain the customer base you have today, and generate recurring revenue.

By partnering with Dimension Data, you can minimise risk while still providing your customers with the enterprise-class cloud solution they seek.

Dimension Data enhances your existing solution portfolio by delivering our cloud services – which are fully equipped with hardware-based security and scalability, complete customisation and control, easy integration, 24x7 live support, and industry-leading SLAs.

By becoming a Dimension Data OneCloud Resell Partner, you can take advantage of this shift without needing to invest in expensive resources and technology.

By going to market with a strong, global brand, you can increase customer satisfaction and retention and grow your revenue by reselling our industry-leading cloud services.

Our partner programme suits a range of resellers including: systems integrators, MSPs and VARs, consultants, design and development agencies, SaaS application providers, and ISVs.

Dimension Data OneCloud Resell partners gain access to exclusive online enablement tools to help you quickly and effectively go to market.

How it works:

You resell Dimension Data's cloud services, and we reward you with competitive compensation based on your clients' service usage. You own the client relationship and sales cycle, but we look after the day-to-day details including delivery, billing and support. We provide you with access to online sales and marketing enablement support so you can best on-sell our cloud solutions. You can go to market quickly with a reputable and established cloud company on which your customers can rely on. We provide you a straightforward way to capitalise on the rapidly growing demand for cloud computing - all at no cost.

Resellers are constantly faced with the task of **generating more revenue** from services with hardware and software margins **continually decreasing**.
Cloud computing **represents an opportunity** for resellers to **translate expertise** in infrastructure, networking and software **solutions** into cloud revenue.

Benefits

- Go to market with a strong global brand as your trusted partner
- You maintain ownership and contract execution of your client
- Low risk entry into the growing cloud computing market
- Receive online access to sales and marketing enablement support including training, tools, and templates
- Upsell to existing customers or re-engage past prospects
- No minimum investment criteria for services or infrastructure
- We supply access to a Dimension Data Partner Account Manager
- Provide enterprise-class infrastructure and industry-leading SLAs
- Receive competitive compensation based on end-customer usage
- Access to Marketing Development Funds based on eligibility thresholds
- Dimension Data supports and bills your customers
- No annual fee into the OneCloud Partner Programme
- Usage of Dimension Data's OneCloud Resell Partner logo

Our Resell Partners receive **competitive compensation** related to their **customers' service usage**.

About Dimension Data OneCloud

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 online enablement programme, you will have a public or private cloud service which meets the demands of your clients.

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.

After completing an **online enablement programme**, you will have a **public or private cloud service** which meets the demands of your clients.

For more information contact: **Onecloud@dimensiondata.com**

or visit **dimensiondata.com/OneCloud**