

Select Partner

Dimension Data OneCloud Partner Programme



IT providers are continually seeking better ways to supply the business-critical services their clients demand, in what is an increasingly competitive marketplace. As the market matures and organisations increasingly adopt consumption-based models for sourcing IT solutions and services, it's critical that you are able to respond to your clients' needs quickly and effectively.

Under pressure to reduce costs and complexity whilst increasing agility, your clients are turning to cloud computing to benefit from on-demand access to computing resources, storage and applications.

Dimension Data's OneCloud Partner Programme gives you the ability to white label our enterprise cloud to expand your solutions portfolio without the cost and delay of developing it on your own.

Our Select Partners are reputable providers with strong market presence looking to expand their portfolios to include cloud services under their own brand.

Partnering with Dimension Data provides you with a secure and established cloud offering that you can easily integrate into your business. Whether your clients are based locally or across the globe, you are able to consistently deliver your cloud services from multiple regions with a customer service experience that reflects your brand.

Dimension Data's OneCloud Partner Programme can complement your existing services portfolio and provide a fast and effective way to offer cloud services to your customers while reducing operational costs. By leveraging Dimension Data's powerful cloud orchestration technology and platform, you can take an enterprise-class cloud service to market quickly. The programme also enables you to maximise returns on your existing assets such as your data centre, network and billing.

As a Select partner, you'll receive a fully managed cloud service, with comprehensive white label capabilities to support your branding requirements.

The offering supports detailed metering and billing, and integrates with an application interface for further automation and integration with your systems. Technical operations are performed centrally by Dimension Data, ensuring that you receive continued support throughout the partnership.

How it works:

You market Dimension Data cloud services under your own brand; we provide our industry knowledge and technical expertise to enable your success in the market.

Dimension Data OneCloud Select Partners include:

- **Service Providers** – such as telecommunications operators, Internet service providers and data service providers.
- **Community Providers** – entities that provide services to specific communities, such as governments, educational bodies, or other communities and conglomerates who share a common goal.

Service Providers can utilise cloud technology to complement existing services portfolios by offering cloud-based services to clients.

Service providers are businesses already successfully providing certain services to their existing client base and looking to extend their portfolio to include cloud services. These include telecommunications carriers, Internet service providers, and data service providers.

IT managers increasingly look to their trusted telecommunications provider to supply a broad range of managed services, including cloud hosting services. Service providers must be able to support the private and public cloud needs of their multinational, large enterprise and small business clients. Cloud hosting represents an important component of their overall solutions portfolio.

Select which **available** Dimension Data services you **need, then sell and support** the offering under your brand.

Dimension Data's OneCloud Partner Programme offers service providers the ability to utilise our cloud technology to complement their existing services portfolios. This enables you to offer cloud-based services to your clients and to potentially leverage your own assets such as data centres, network and billing platforms.

Community Providers can utilise Dimension Data's cloud enablement capabilities to meet the demands of their multiple organisations or entities. Community providers deliver cloud capabilities for a specific community, such as governments, non-profit organisations, educational bodies or other communities who share a common goal.

Supporting the IT requirements of a large community of agencies, numerous trading partners, or multiple educational institutions and districts is an increasing challenge as end users require more agile and responsive IT resources.

Providers that can't quickly deliver solutions to their different organisational entities risk their members turning to multiple providers directly, which reduces security and control levels.

An example of a community provider model:

- A government body utilises shared services across all levels of government and varying government agencies; however each group uses elements of the services in a different way. Instead of each governmental sector individually seeking providers to assist with its needs, governments can rollout one overarching solution and customise it to each member's requirements. Our Community Provider model ensures communities maintain sovereignty and consistency over their entities' stored and managed information.

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
- We provide you with a dedicated Dimension Data Partner Account Manager
- Extend your footprint across five regions via Dimension Data's global network of public cloud platforms
- White label any number of our multiple 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 Marketing Development Funds
- Usage of Dimension Data's OneCloud Select Partner logo

Receive **professional** enablement services and support, including **organisational** development, **commercial engagement**, sales and marketing, and service **delivery**.

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 as little as sixteen 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

or visit dimensiondata.com/OneCloud