JetStream Software Partner Program

JetStream Software is committed to keeping enterprise and cloud IT running 24/7 by providing innovative, simple, reliable and scalable migration and business continuity software solutions, and we are proud to collaborate with some of the most innovative and advanced organizations in the world to deliver on this promise.

Why Partner with JetStream

JetStream's cloud-native software products will let your customers know you are always on the lookout for the latest, leading-edge products to help them optimally utilize the cloud as a key part of their business. The core mission of our partner program is to prepare our strategic partners for success. Not only do we provide our partners with best-in-class solutions, we provide the resources and support needed to grow and scale your businesses, while supporting generous margins and regular incentives.

LICENSING, RENEWALS

- Flexible license model: Perpetual, Subscription or Site
- Fully certified VIB for easy installation
- Substantial volume discount options
- Deal Registration program to protect margins
- NFR licenses for internal use

MARKETING & SALES

- Joint Media/Press Releases
- Tiered MDF program
- Pre-sales resources/Selling tools
- Cheat sheets and pre-built PowerPoint presentations with features, benefits, and competitive differentiation
- Joint sales calls

DEDICATED PARTNER PORTAL

- Access to all software downloads
- Important technical and support documentation
- FAQs

TECHNICAL RESOURCES

- Direct access to 24x7 customer care and support for technical inquiries
- Access to system engineers who have a deep technical understanding of technical understanding of all JetStream solutions
- Product demos

Program Breakdown:

JetStream Software Partner Program delivers a robust set of benefits to best suit your organization. Preferred tiers are rewarded to partners with achievements in:

- NEW REVENUE

- CUSTOMER ACQUISITION

- JOINT MARKETING

"We have a robust disaster recovery-as-a-service (DraaS) practice and this will facilitate a broader capability to provide those services to our current and future customers by adding capabilities traditional solutions can't do without extensive cost and complexity."

- Chad Hodges, VP of business development, Enterprise Networking Solutions,

Program Benefit	Partner	Premiere Partner
Access to partner portal and enablement tools	✓	✓
Deal registration and margin protection	✓	✓
Sales Training	✓	✓
MDF Program Eligibility	✓	✓
NFR license	✓	✓
Dedicated Technical Resources	✓	✓
Dedicated Marketing Resources	✓	✓
Logo on JetStream Website	✓	✓
Joint PR		✓
Joint Case Study		✓

Business and Go-to-Market Dev.		✓
Technical Training		✓
Access to Special Sales Program and incentives		✓

For more information about or to apply to the JetStream Partner Program please visit www.jetstreamsoft.com/partner-benefits or email partnerprogram@jetstreamsoft.com

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JetStream Software develops cloud native software to enable cloud service providers (CSPs) and managed service providers (MSPs) to deliver cloud-based workload mobility and disaster recovery services to enterprise customers.