

Partner Opportunities with Foundatia Technologies™ Managed Services



About Us

Foundatia Technologies is a leading Managed IT Solutions Provider offering proven solutions for server monitoring, network security, backup & storage, virtualization, disaster recovery, hosting services and maintenance programs to improve customer's availability and enhance end-user experience while reducing costs and minimizing downtime.

Why Partner with Foundatia Technologies

Partnering with Foundatia Technologies can help you earn recurring revenue by adding our solutions to your existing offerings without any additional investment in your infrastructure. We will provide your company with the technology and support necessary to deliver quality managed services for your customers, while allowing you to remain the first point of contact with your customer. Through a partnership with Foundatia Technologies, you will be better positioned to offer a total end-to-end solution which your new and existing customers will value.

Our comprehensive partner program offers solid margin opportunities backed by extensive sales, marketing and service tools. Regardless of your company's size or market focus, our solutions help differentiate you from your competitor.

Partner Levels

Partner levels are determined by your level of expertise and revenue targets. Each level of the partner program provides you with access to powerful and easy-to-use sales and marketing tools designed to assist you with growing your business. Simply....the more you sell, the greater the rewards.

FT Silver Partnership

Foundatia Technologies' Silver Partners are companies interested in taking the first step towards building a relationship with our organization. The Silver Partner Level provides an introduction to our services and partner program benefits that will assist you in building your managed services business. Through this partnership level, you are simply required to refer the business. Once we close a deal based on your referral, you will receive a commission.

FT Gold Partnership

Foundatia Technologies' Gold Partners are companies who have achieved proven success in the marketplace with Foundatia Technologies' services and products. Gold Partners will enjoy enhanced benefits including sales and marketing tools designed to assist with increasing your revenue and enhancing your services portfolio. As a Gold Partner, you will receive all the benefits of the Silver partnership plus added marketing and operational support, including participation in local events, lead generation campaigns, and PR. At this partnership level, you will also benefit from online pricing tools, access to your client's monitoring and backup systems to assist you in managing your clients more efficiently and effectively. All in all, as a Gold Partner of Foundatia Technologies, you will be provided with the necessary support structure to build your brand and enhance your profits.

FT Premier Partnership

Foundatia Technologies' Premier Partners deliver the highest value to their customers and demonstrate expertise in all Foundatia Technologies solutions, consistently achieving quarterly revenue targets and high-level customer satisfaction. As a Premier partner of Foundatia Technologies, you will receive all the benefits of a Gold partner, as well as several additional perks to help improve brand awareness and market share while helping to increase your revenue and profitability. As a Premier Partner you will enjoy access to the Partner Portal which will provide you with a full range of customized marketing materials, including e-mails, brochures, web copy, leads, and much more. And finally, Premier partners will have the opportunity to earn quarterly Marketing Development Funds (MDF) to assist you with various marketing and advertising campaigns aimed at increasing brand recognition and revenue in various target markets.

Foundatia Technologies Partner Benefits:

Foundatia Technologies helps partners develop their managed services practice by sharing proven practices and expertise aimed at accelerating a partner's technical, sales and marketing success. Discover the broad portfolio of partner benefits and begin to reap the rewards today.

Benefits of Partnering with Foundatia Technologies

- ✓ No Upfront Fees
- ✓ Fast Time to Market
- ✓ Earn Recurring Revenue
- ✓ Customer Reporting Tools
- ✓ Opportunities for Add-On Sales
- ✓ Reduce Your Customer Support Costs
- ✓ Free Technical and Sales Training
- ✓ Pre-Sales Technical Support
- ✓ Sales and Marketing Support
- ✓ Partner Quote Tools

Program Benefits	Silver	Gold	Premier
Referral Fee/Commission	✓	✓	✓
Sales & Product Training Programs	✓	✓	✓
Sales Aids and Solution collateral	✓	✓	✓
Partner Technical Support	✓	✓	✓
Joint Sales Calls	✓	✓	✓
Customer References	✓	✓	✓
TCO/ROI Calculators	✓	✓	✓
Case Studies and White Papers	✓	✓	✓
Wholesale Pricing		✓	✓
Online Partner Pricing Tools		✓	✓
Optional CRM/Proposal Tools		✓	✓
Free Promotional Assessments for your clients		✓	✓
Assessment Solution Guide/Report		✓	✓
Online access to your clients monitoring and backups		✓	✓
Opportunity Registration Program		✓	✓
Access to Foundatia Lead Generation Tools		✓	✓
Email Campaigns (Constant Contact)		✓	✓
Joint Event Booth Presentations		✓	✓
Joint Press Releases		✓	✓
Partner Logo Usage		✓	✓
Access to Partner Web Portal			✓
E-mail List Purchases			✓
Marketing Development Funds			✓

For more information on Foundatia Technologies and Partner Opportunities, contact your account representative or visit us at www.foundatia.com

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BUILDING A FOUNDATION OF IT STRENGTH
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