

# Pivot3 Partner Program

At Pivot3, you wouldn't be just 'any' partner. You would be an extension of our team, where we would support you in every way possible to significantly accelerate your sales, out-position the competition, and in turn, help you benefit from attainable partner rewards.

## AS A PIVOT3 PARTNER YOU RECEIVE:

- **Protected deals** @ 35% margin advantage for qualified deal registrations
- **Go to market exclusively** through our global Partner ecosystem
- **Comprehensive Pivot3 Partner Program** featuring substantial Partner incentives and ease of doing business

## PARTNER PROGRAM KEY BENEFITS:

### PRAGMATIC



- Simple, single-tier program
- Easy to use deal registration
- Mobile-friendly Partner Portal
- Training, support and tools for success

### PROMOTIONAL



- Custom sales and marketing plan tuned to your needs
- Co-marketing (Hyperfunds) and packaged demand generation campaigns in a box to drive sales velocity for Partners

### PROFESSIONAL



- Focused partner approach
- Exclusive discounts and incentives and a limited number of Partners per region

### PROVEN



- On demand, Pivot3 Center of Excellence (CoE), providing partners with a proof of concept capability for prospects
- Case studies and customer references across multiple verticals for reference selling

## DID YOU KNOW?



Pivot3 was **named a Leader in The Forrester Wave™**: Hyperconverged Infrastructure (HCI), Q3 2016



Pivot3 customers can benefit from **103% ROI with a payback period of just 7 months** - Total Economic Impact Study 2016



Pivot3 has earned **consecutive CRN 5-Star Partner Program ratings** and continues to support its partners with ongoing content and training

Unlike others, Pivot3 has a stable and fiscally responsible business model which we have built for the long-term. This has enabled us to have 65% year on year revenue growth and an increasing market growth.