



# INTRODUCING THE NAVICLOUD™ DIRECTOR PARTNER PORTAL

The NCD Partner Portal fuels a partners' cloud business by providing access to an aggregated view of all customer activity—in an easy to use dashboard tool—in real time. This provides partners seamless administration, billing and overall management capabilities from a single source. Built on a down-stream “multi-tiered” hierarchy, our portal allows you to manage as many tiers as your business demands:

## BENEFIT SUMMARY

### Business Management

- ❖ Build additive recurring revenue with no upfront investment
- ❖ Track opportunities, conversions, and usage across all customers
- ❖ Offer as a self-service platform or as a managed IaaS service
- ❖ Opportunity for 30%-50% margins
- ❖ Aggregated usage based pricing model
- ❖ Brand NCD as your own or leverage the NaviSite/TWC brand

### Service and Support

- ❖ Manage the customer experience: Custom ticketing URL; send customers to your NOC for tier one support

### Reselling & Provisioning

- ❖ Provision environments in minutes
- ❖ Forecast consumption for preliminary quotes to customers
- ❖ Spin up demo accounts in minutes
- ❖ Add customers in real time; No sales order required
- ❖ Insight: track usage data for individual Customers as well as aggregated billing data for all of Customers.
- ❖ Offer replication as a service (managed or self-service) to increase value

### Billing and Reporting

- ❖ Check customer receivables, product mix, renewals, trouble tickets, etc.



# WHY SELL NAVICLOUD™ DIRECTOR FROM NAVISITE?

Our combination of superior infrastructure, compensation, onboarding and support and reselling opportunities make this a compelling solution offering for our Partners. Take a look below:

## Infrastructure

- ❖ Scalable Cloud Infrastructure located in Andover, MA, Santa Clara, CA, Woking and Redhill, UK
- ❖ VMware™ vCloud-based with direct access to APIs
- ❖ Spin up/Spin down VMs in hours, not days
- ❖ Intuitive, easy to use web portal
- ❖ VM replication and disaster recovery

## Compensation

- ❖ Resell and brand NaviSite Cloud Director (NCD) as your own, with 30% – 50% margins.
- ❖ Competitive Rate Card pricing
- ❖ Partner benefits financially from aggregate resource consumption pricing across all customer NCD environments
- ❖ Partner defines point value and determines what gets extended to customers

## Best in class onboarding and support

- ❖ Named multi disciplinary NaviSite account team
- ❖ Executive sponsorship for high producing partners (starting at \$10K in aggregate monthly cloud billing)
- ❖ Comp-neutral sales teams
- ❖ Mature partner onboarding program
- ❖ Marketing and sales support tool
  - » Access to mobile partner portal
  - » Opportunity registration – Ensure the deal is yours
  - » Onboarding kit – critical marketing assets at your fingertips
  - » Discretionary marketing development funds

## Re-sell

- ❖ Start with one service; NaviCloud Director; have the option to expand to resell other NaviSite Services (NaviCloud Desktops, Cloud Storage, etc.)
- ❖ Partner with NaviSite direct sales to drive/close business – no competition at the field level OR
- ❖ Leverage NCD and your co-branded portal to manage your own customer/prospect base to grow your business
- ❖ Leveraging Cloud/IaaS provides customer lock-in strategy
- ❖ Continue to add your services wrap-around to all of your customers for continued account ownership

## Let's start selling...

NaviSite is dedicated to our Channel partners and enables you to offer your customers the best-of-breed Cloud Computing, Enterprise Hosting, and Application Management solutions. With NaviSite, you can help your customers reduce capital expenditures along with overall costs, improve reliability of their IT infrastructure, and gain the flexibility and speed that a utility model offers.

With over 15 years of experience, 10 data centers around the globe, and thousands of enterprise customers, NaviSite has overcome a host of unique and challenging customer situations and provides its customers with enterprise class services such as: Test/Dev environments, BYOD, elastic environments, data copy and storage, to name a few.

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