

Strong, collaborative, lifetime partnerships between service providers, partners and customers are the key to success in the new world of cloud services.



INTRODUCING THE NAVICLOUD™ DIRECTOR PARTNER PORTAL

The NCD Partner Portal fuels a partners' cloud business by providing a way to offer a self service cloud platform with 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 incremental revenue streams with no upfront investment
- ❖ Generous margin opportunities based on partner controlled user pricing
- ❖ Track opportunities, conversions and usage across all customers
- ❖ Offer as a self-service platform or as a managed IaaS service
- ❖ Aggregated usage based reseller discounts
- ❖ 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 free 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 minutes, not hours
- ❖ Intuitive, easy to use web portal
- ❖ VM replication and disaster recovery
- ❖ Highly resilient NCD platform with 99.999 SLA on resource availability

Compensation

- ❖ Resell and brand NaviSite Cloud Director (NCD) as your own, with generous 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
- ❖ No channel conflict between direct and indirect sales teams. Direct sales teams are comp-neutral
- ❖ 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

Services offered by NaviSite

- ❖ Cloud Infrastructure Services (IaaS)
- ❖ Colocation
- ❖ Hosting Services
- ❖ Cloud Desktop Services (DaaS)
- ❖ Managed Application Services

Let's Start Selling with your dedicated NaviSite engagement team.

- TECHNICAL ADVISOR/SOLUTIONS ARCHITECT
- CLOUD ADOPTION SOLUTION ARCHITECT
- REGIONAL SALES DIRECTOR
- SENIOR CHANNEL MANAGER
- SERVICE DELIVERY PRODUCT MANAGER
- CHANNEL MARKETING MANAGER
- PARTNER LIAISON
- SALES OPERATIONS SPECIALIST

Count on NaviSite and our Partner Program for the solutions and support you need to deliver innovative cloud services that solve your clients' critical IT needs.

For further information please contact:

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