

NaviSite®

A TIME WARNER CABLE COMPANY

NaviSite® Partner Program

Join Now and Grow Your Business



Supporting the Authorized Partners of
NaviSite Cloud and Managed Services

Is Your Cloud Strategy Headed in the Right Direction?

The cloud is big today. Tomorrow it's going to be even bigger. To succeed, you need the right cloud provider. You need NaviSite®.

As a NaviSite Partner, you have access to:

- ❖ One of the industry's most extensive portfolios of cloud services including innovative new options like Desktop-as-a-Service.
- ❖ The NaviSite co-selling model—designed to help you win more deals, bigger deals and create more long-term recurring revenue.
- ❖ The expertise and support you need to address some of today's biggest cloud opportunities in regulated industries such as financial services and healthcare.



The NaviSite Partner Program gets you where you want to go.
In 2013-14, cloud sales by NaviSite partners grew 100%.

Master the Cloud Conversation

Secure your position as trusted advisor to your clients.

Cloud computing is a huge transformation in the delivery of IT—arguably the biggest in decades. Businesses are approaching it in different ways: Many are taking a cautious approach, implementing just a few cloud services. Others are using the cloud widely across their IT operations to increase efficiencies. A growing number of organizations are moving into a new phase, implementing innovative, cloud-based business strategies. Hybrid strategies are common, combining the best of traditional, on-premise solutions and the cloud.

NaviSite is ready to help you make the most of these opportunities with its deep portfolio of next-generation cloud, desktop and management services.

❖ **Meet a Wide Range of Client Needs:**

Whether your clients are looking for public, hybrid or private cloud options. Completely managed or completely self-service. Applications hosting. Desktop-as-a-Service. Cost effective business continuity. Colocation. NaviSite gives you more ways to meet the needs of your customers. And develop ongoing revenue.

❖ **Solve the Toughest Cloud Challenges:**

Some of today's biggest cloud opportunities are in regulated industries such as financial services and healthcare. These clients need a cloud provider that understands compliance requirements and how to meet them. That's NaviSite. And as a NaviSite partner—that's you too.

❖ **Leverage your Strengths:** You know IT and now, with NaviSite, you know the cloud. With NaviSite's broad set of cloud offerings, Partners can complement their extensive hardware experience with the backing of NaviSite cloud services.

❖ **Uncover New Sources of Value:** The cloud opportunity does not end with just the cloud. It also opens the door to new revenue streams such as application development, smart computing integration, financial consulting and professional services.

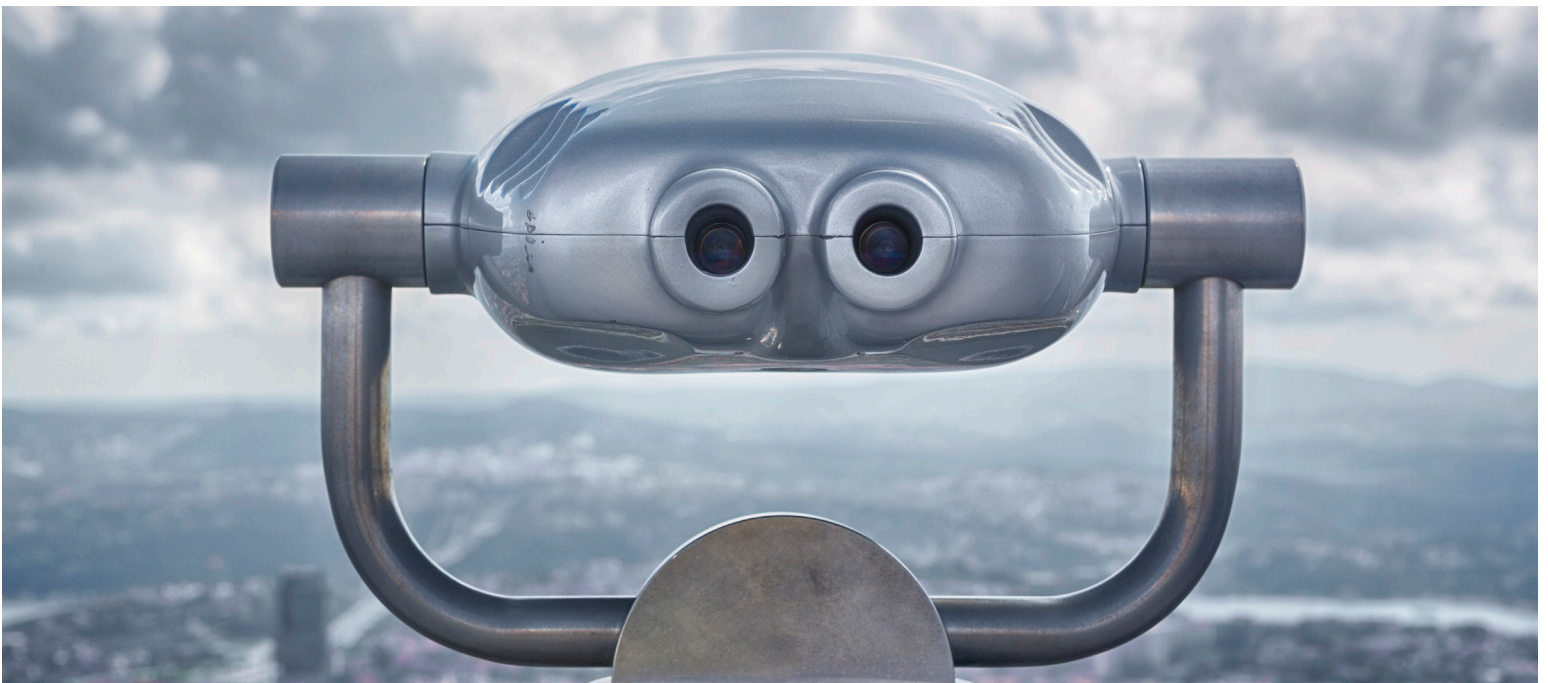
Discover what so many companies—including VMware which named NaviSite its **2014 Global Cloud Service Provider Partner of the Year**—already know: NaviSite gives you more.

Start Selling NaviSite Cloud Services

Your Clients Will See the Difference Right Away

Working with our partners, NaviSite delivers the on-demand IT resources clients need to achieve real results: cost savings, efficiency, increased agility.

- ❖ Taking an architecture firm from cloud concept to cloud production in 90 days.
- ❖ Bringing a workforce management company into HIPAA compliance.
- ❖ Helping a cosmetics provider cut its production time from 16 weeks to 2 days.
- ❖ Enabling a major hospitality chain to spin off its entire IT infrastructure.
- ❖ Improving on-time fulfillment at a major provider of solar systems by 30 percent.



Real challenges. Real solutions. Real results.
Partner with the cloud company that makes it happen: NaviSite.

Five Capabilities That Set NaviSite Apart

What makes NaviSite the right choice for resellers who are serious about success in the cloud?

Start with our full suite of reliable and scalable managed services, including Application Services, Enterprise Hosting and Managed Cloud Services. Back that up with an expert sales/solutions team that's unmatched in the industry.

And then add in...

1. **Customer-friendly Billing:** Business is complicated and doesn't fit neatly into packages and plans. That's why NaviSite cloud contracts are billed through a "usage-based" model. Customers love it because it eliminates upfront capital expenditures, reduces recurring operational costs and speeds deployment.
 2. **Speed and Customization:** NaviSite stands apart from other cloud service providers in its ability to offer cloud solutions "outside the box," built to your clients' specific requirements. And count on NaviSite to be ready with custom proposals and easy "click through contracts."
 3. **Scalability Up and Down:** Seasonal spikes. The tiny venture that suddenly grows big. New competitive threats. NaviSite's NaviCloud® environments deliver the agility needed by both small and complex, compliant environments. And our NaviSite global network of cloud-enabled data centers ensures that applications can perform to meet the needs of your most demanding global customers.
 4. **Support for Oracle and Microsoft:** Most customers run Oracle and/or Microsoft applications. NaviSite has leveraged its NaviCloud platform to deliver NaviCloud® Applications capability enabling complete functional and technical support for Oracle and Microsoft applications.
 5. **Unparalleled Performance:** NaviSite based its cloud infrastructure on best-of-breed technology from leading vendors including Cisco, EMC, HP, VMware,™ IBM and Zerto. Add in our 24/7/365 monitoring, proactive security scans, and onsite technical resources, and you can see why NaviSite performance is second-to-none and why we are able to offer one of the industry's strongest service level agreements.
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When You Win, We Win

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

- ❖ **Choose Your Solutions:** NaviSite offers a full range of managed services, including Application Services, Enterprise Hosting and Managed Cloud Services. You can offer as many or as few as you like based on your business, your markets and your customers.
- ❖ **Resell or Refer:** The choice is yours--we work with you to make the most of your market reach.
- ❖ **Co-selling Model:** Start co-selling with a comp-neutral Direct Sales team that understands the value of the indirect channel.
- ❖ **Recurring Commission Models:** Initial Term AND Renewals for the life of the contract (for partners in good standing).
- ❖ **Complementary Services:** Take advantage of the NaviSite relationship to offer your own services that complement the cloud and deepen your customer engagement, such as virtualization assessments, migration support, project management services, help desk services, desktop management and more.



The Support You Need To Succeed

Rely on NaviSite to help you before, during and after the sale:

- ❖ Pre-Sales Architect Support
- ❖ Access to Sales Solution tools via Sales One Source - our mobile sales tool library
- ❖ Premium marketing collateral, whitepapers co-logo/joint marketing
- ❖ Joint development of annual business plan
- ❖ Access to sales and technical training
- ❖ Deal Registration: to ensure dedicated sales support and opportunity ownership
- ❖ Executive sponsorship
- ❖ Access to NaviSite data centers for customer tours
- ❖ Discretionary Market Development Funds (MDF) to help create sales momentum through customer-facing activities such as Lunch and Learn Seminars, Webinars, CIO Meetings/Events, Email/Telemarketing Campaigns and more.



NaviSite: All Things Cloud and Beyond

NaviSite leverages the latest IT technologies to support mission-critical systems and applications for over 1,400 companies across a variety of industries. By providing an award-winning, stable, on-demand IT infrastructure, we make it possible for enterprises to unlock innovation, agility and speed-to-market.

- ❖ Managing complex infrastructure and application environments since 1998
- ❖ A Time Warner Cable Company (acquired in 2011)
- ❖ 900+ employees
- ❖ 1,400+ customers
- ❖ 9 global data centers/4 cloud nodes

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

For further information please contact:

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