



Solutions Partner Program

Join the Movement to the **Alternative Cloud**



Alternative Cloud

Accelerate revenue and help your clients innovate faster, modernize their infrastructure, and deliver digital experiences with better ease and affordability.

Linode is the alternative to costly and complex hyperscale cloud providers. As the world's largest independent cloud provider, we're able to uniquely support the needs and business goals of our partners, by giving you the ability to:

- Improve margins without sacrificing performance
- Provide solutions that include 100% human support your customers can rely on
- Scale on a platform with proven reliability
- Eliminate vendor lock-in
- Offer a smarter alternative for multi-cloud management
- Design solutions with no pricing surprises

Serving nearly a million developers and organizations around the world, Linode accelerates innovation by making cloud computing simple, affordable, and accessible to all.

Join the movement to a simpler, alternative cloud: **Linode.**



Accelerate Your Success, Join the Movement

Simplify the cloud for your customers and create new revenue streams for your business. Join our partner community and get the infrastructure experience that you deserve and your customers demand.

LINODE AT A GLANCE

2003 FOUNDED	1,000,000 CUSTOMERS WORLDWIDE	11 GLOBAL MARKETS
3 YEARS BEFORE AWS	200+ EMPLOYEES	100% INDEPENDENT
197 COUNTRIES	Atlanta Dallas Frankfurt Fremont London Mumbai Newark Toronto Singapore Tokyo Sydney REGIONAL DATA CENTERS	



“Linode offers us great infrastructure to run applications and software in safe environments with great connections. We are able to simplify technology for our clients.”

Config
Brazil

“Linode significantly contributes to Cloudnet’s ability to offer its customers unparalleled hosting services.”

Cloudnet
Sweden

“With other cloud vendors, pricing is not as clear as it should be, and support is an afterthought. Linode’s pricing is transparent and the same all over the world.”

Config
Brazil

Partner Engagement

Whether you're an agency, systems integrator, consultancy, incubator, or an app developer – Linode is the cloud of choice for the tools, technology, and support you need to accelerate your business.

Who are Linode partners?



Resellers

Companies that integrate cloud infrastructure into their offerings and sell to their clients (such as value-added resellers or distributors).



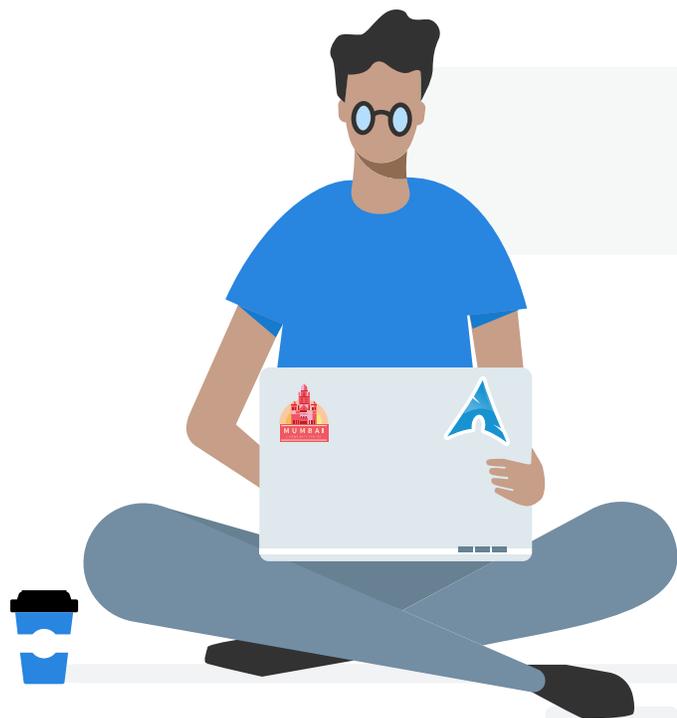
Platform Builders

Companies that build technology or create solutions that integrate with or run on the cloud (such as application builders, software vendors, and SaaS companies).



Service Providers

Companies that provide consulting and integration services, cloud migrations, or manage customer application workloads (such as system integrators, agencies, and managed service providers).



Program Levels

The Linode Partner Program provides a growth path for organizations to receive additional benefits as they scale the Linode Cloud.

PARTNER PROGRAM BENEFITS



ESSENTIAL

Ideal for early stage companies or growing organizations building out their cloud solutions.

PARTNER BENEFITS

- Partner portal access
- Linode partner logo
- Sandbox credits
- Access to our global community, thousands of guides, and video tutorial library
- Sales and marketing resources
- Go-to-market training materials



PROFESSIONAL

Designed for experienced Linode partners with higher monthly spends looking for greater support and benefits.

PARTNER BENEFITS

- Co-marketing initiatives
- Access to solution engineering support
- Partner directory listing
- Partner-specific pricing discounts
- TCO assessment tools
- Cloud benchmarking reports



STRATEGIC

A must for larger companies requiring dedicated solution engineers and customer success, along with custom marketing support.

PARTNER BENEFITS

- Dedicated Solutions Engineer
- Dedicated Customer Success
- Dedicated marketing team support
- Market development funds
- Press release support
- Invitations to invite-only events

Support Benefits

Linode makes it easy for our partners to deploy and scale their customers in the cloud. We offer partner-specific pricing, tools, support, and technology to accelerate growth and improve margins.

	ESSENTIAL	PROFESSIONAL	STRATEGIC
Monthly Spend	\$0 - \$500	\$500 - \$20,000	\$20,000 +
Discount	N/A	5% - 20%	Contact Us

SUPPORT

Partner Community	●	●	●
1000+ Guides & Video Tutorials	●	●	●
Priority Support 24/7/354 Phone, Email & Chat	●	●	●
Partner Portal	●	●	●
Sandbox Credits	●	●	●

TEAM RESOURCES

Partner Development	●	●	●
Customer Success	○	●	●
Solution Engineer		●	●

○ Availability determined at the time of request.

Marketing Benefits

Partners can tap into Linode’s marketing resources, channels, and expertise to increase awareness and drive customer engagement.

	ESSENTIAL	PROFESSIONAL	STRATEGIC
Monthly Spend	\$0 - \$500	\$500 - \$20,000	\$20,000 +
Discount	N/A	5% - 20%	Contact Us

MARKETING SUPPORT

Partner Logo	●	●	●
Sales Enablement Collateral & Training	●	●	●
Co-marketing Initiatives		●	●
Partner Directory Listing		●	●
Press Release Support		○	●
Invitations to Invite-Only Events			●
Market Development Funds			●

TOOLS

TCO Assessment Tools		●	●
Cloud Benchmarking Reports		●	●

TEAM RESOURCES

Partner Marketing Specialist		○	●
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○ Availability determined at the time of request.

Grow Your Customers' Business in the Cloud



Linode Partner Pricing

Our pricing is always transparent, predictable, and offers the best price-performance ratio in the industry. Partners receive product and multi-year term discounts to fuel growth and protect margins.



Partner SLA

Solution providers depend on Linode to deliver consistent service and predictable performance. Linode supports you with a 99.99% SLA and compensation for any dips below that uptime.



Co-Marketing Opportunities

Linode's marketing team is ready to develop content, press releases, events, advertising, and help with other outreach. Partners receive a Linode Partner Logo, sales enablement collateral, and market development funds (depending on partner tier) to support the relationship.



Not The Usual Credit System

Credits alone don't solve your business problem and shouldn't dictate how you build your infrastructure. We'll work with you to figure out the best approach to help you achieve your goals.



Infrastructure Experts Provide Consultative, Logistical Support, and Strategic Planning

A Team to Surround You

Partners get matched to a success team of infrastructure and marketing experts, including a Partner Development Manager, a dedicated Customer Success Manager, and a Solutions Engineer.



Partner Development Manager (PDM)

PDMs start by helping you understand Linode and then stay with you as you work to develop a strategy for your customers. Your PDM can help provide and refine Linode messaging, manage your Linode leads, and help you close new business.



Customer Success Manager (CSM)

Your CSM is a dedicated resource ensuring your Linode resources align with your goals. Not only is your CSM your biggest advocate, but they also help educate your team through business reviews, strategic guidance, best practice sharing, and operational support.



Solutions Engineer (SE)

Our SEs work with business owners and technical users alike, partnering with you to manage your production environments and resolve complex issues. SEs are focused on delivering the best solution from Linode and working with development teams to build long-term solutions.



Partner Management Specialist

Leverage comprehensive marketing support and a dedicated marketing specialist to develop the right go-to-market plan to help take your business to the next level.

Technical and Support Resources to Deliver for Your Customers



Linode Support Team

Award-winning 24/7/365, 100% human support.



Expedited Partner Support

Response time is important to your business. As a member of our partner program, your support tickets will be expedited so you can resolve issues or questions as quickly as possible.



Educational Resources

Linode docs and guides cover a variety of topics to help you with the what, the why, and the how of modern software development, supported by webinar and training courses.



A Partner Community

As our start-up program grows, so does your community of founders, inventors, and influencers. We'll bring our partnership ecosystem together virtually and in-real-life whenever we can.



LINODE SOLUTIONS PARTNER PROGRAM

Linode Solutions & Network

Build, Release, and Scale Faster with Virtual Machines and Tools for Every Workload

COMPUTE



Kubernetes

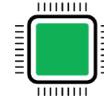
Efficiently orchestrate containerized applications



GPU

Speed up complex compute jobs

Plans range from 32-128GB RAM starting at \$1000/mo



Dedicated CPU

For CPU-intensive applications

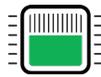
Plans range from 4-96GB RAM starting at \$30/mo



High Memory

Maximum RAM configurations

Plans range from 24-300GB RAM starting at \$60/mo



Standard Linodes

Balanced power and performance

Plans range from 2-192GB RAM starting at \$10/mo



Nanodes

Powerful entry level virtual machines

Plans include 1GB RAM for \$5/mo

STORAGE



Block Storage

Reliable and scalable storage

Plans range from 10-1024GiB starting at \$1/mo



Object Storage

Store and deliver large volumes of content and data

*Plans range from 250GB-10TB
Pay only for what you use, starting at \$5/mo*



Backups

Safe and simple cloud backups

Plans start at \$2/mo, scales based on RAM and plan type

Advanced Tools and Resources to Get the Most Out of Your Applications – and the Docs to Show You How



Cloud Manager

Easily create and manage your infrastructure in an intuitive UI



Linode API

Manage your Linode via our API



Linode CLI

Command line access to your Linode infrastructure



One-Click Apps

Deploy applications quickly on VMs and Kubernetes clusters



Linode Marketplace

Diverse catalog of One-Click Apps



Integrations

Leverage powerful third-party tools

POPULAR INTEGRATIONS



Secure Your Network, Balance Traffic, Control Your Global Infrastructure



NodeBalancers

Intelligent traffic load distribution for \$10/mo



DNS Manager

Create and manage DNS records, included in your Linode plan



Advanced DDoS

Protection from network attacks, included in your Linode plan



Cloud Firewall

Secure and manage access to your Linodes, included in your Linode plan



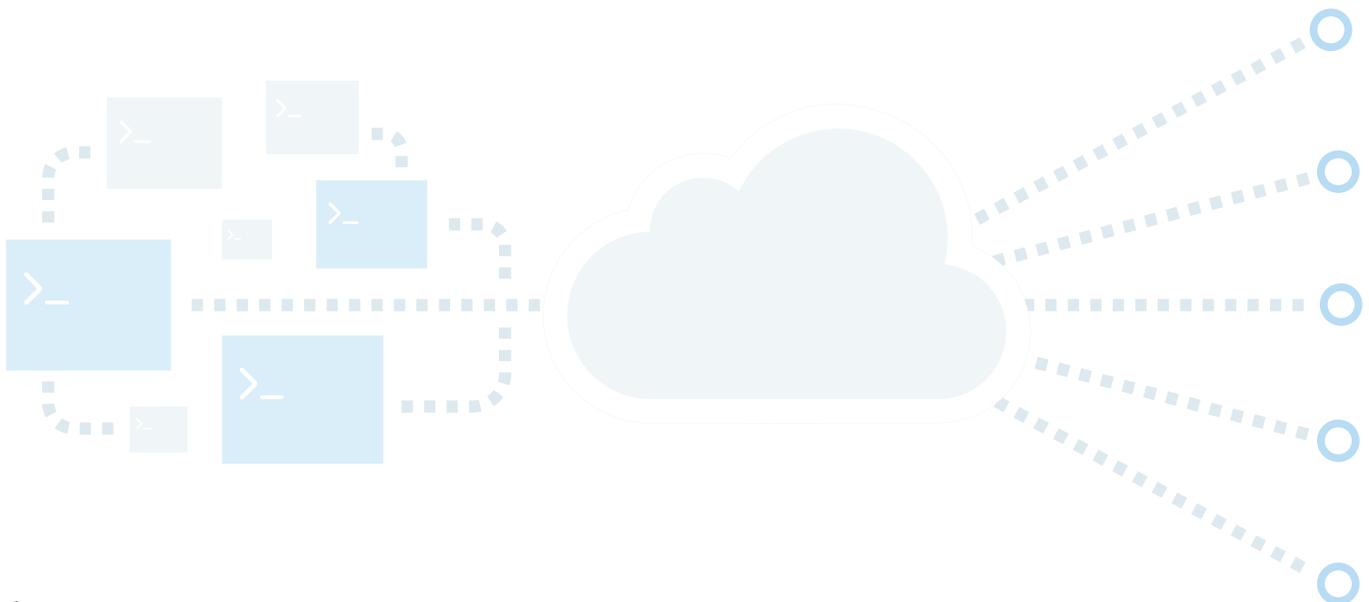
Virtual LAN

Create private, secure networks for your Linodes, included in your Linode plan



Bare Metal

Deploy and manage virtual machines on a private server for ultimate control



Secure and Reliable Networking Through our Global Network Backbone



Linode serves 11 global markets via our network of data centers including our newest regional data centers in Sydney, Mumbai, and Toronto. All of our locations utilize our Next Generation Network (NGN) which connects directly to Linode's global fiber backbone.



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Contact Us

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linode.com/partners