

Partner with rediCloud



rediCloud's portfolio of innovative, secure cloud services enable Resellers, Services Providers, Lead Providers, and Agents to sell more cloud, transform their business and stand out from the crowd.

With the rediCloud's Partner Program, you can resell, co-brand, or white label rediCloud Services. rediCloud becomes your cloud partner, letting you quickly and easily expand your service offerings without the high cost of building and supporting any infrastructure.

Our solutions are backed by a 99.999% SLA guarantee and are fully supported by rediCloud's operational staff all day, every day.

WANT TO PARTNER WITH US?

- Turnkey cloud solutions that are easy to sell, implement and support
- Self-service pricing portal
- Cisco's Master Cloud and Managed Service Partner (CMSP) certified partner
- Unparalleled field engineering support and presence
- Commission paid on monthly recurring revenue
- Limited competition from other rediCloud Authorized Partners
- Customizable marketing campaigns and lead generation tools
- Comprehensive sales and technical training for your team



PREDICTABLE REVENUE STREAM



IMPROVED PROFITABILITY



REDUCED BUSINESS RISK



EXPANDED SERVICE OFFERINGS

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Partnership Opportunities

Services Provider Program

As a services provider partner, the products you purchase through rediCloud are resold through your brand and labeling to your customers. They remain your customers, and rediCloud will have no direct contact with them. You will receive additional partner discounts that are not available through other channels, your own branded interface for clients to access cloud deployments, and a dedicated Sales Representative to help you along the way.

Reseller Partner Program

As a reseller, rediCloud's products and services are resold through the rediCloud brand and labeling, while you retain ownership of your customers. You will never have a minimum monthly commitment or quota. You will be given access to an easy quoting process, while maintaining the ability to dictate your own pricing for products and services.

Agent Program

As an agent, earn commissions for referrals, without the responsibility of holding the customer contract. We will work closely with you to help close the deal, and in return for your referral, you will be given a residual monthly income for the lifetime of that customer. We provide easy lead registration and lead protection and access to Master Agents or Direct Agreements. You will never have any monthly minimums or quotas.

Lead Provider Program

Know a company that can benefit from cloud services? Referring rediCloud is easy and lucrative. Make an introduction to a qualified company and we handle it from there. Rest assured rediCloud's expert team will make you look good.

CHOOSE THE PERFECT PARTNER PROGRAM

	Services Provider	Reseller	Agent	Lead Provider
Upfront Costs	Monthly Commit	None	None	None
Client Owner	Partner	Partner	rediCloud	rediCloud
Billing	Partner	Partner	rediCloud	rediCloud
Branding	White Label	Co-branded	rediCloud	rediCloud
Customer Support	For Partner	For Partner	For Client	For Client
Sales Support	Yes	Yes	Co-selling	rediCloud
Marketing Support	Yes	Yes	Yes	Yes
Training	Yes	Yes	Yes	Yes
Joint Sales Calls	Yes	Yes	Yes	Yes
Compensation	Wholesale pricing	Discount pricing	Monthly recurring	One time fee

Get Started Today

For more information about rediCloud partnership opportunities visit redicloud.com/partners or call 914.984.2466.

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our cloud. your business. done right.