

## Comtrade Partner Program EMEA-AP

Comtrade Software have been used to monitor and manage thousands of Nutanix, F5, and Citrix environments. And they have been sold through satisfied partners around the world for over a decade. Now it's your turn to succeed by joining Comtrade's partnership program and adding management solutions to your portfolio.

### Grab Your OpportunITy! Become Our Partner!

The Comtrade Partner Program has been created to help you expand your business by creating new opportunities, improving your products portfolio with innovative integrated solutions, and gaining competitive advantage by receiving a wider spectrum of knowledge and experience.

With exclusive access to our special technical resources that include on-line and live technical trainings, marketing materials, and access to senior product technicians, you will always be a step ahead of your competitors. Also, our deal registration program allows you to win against your competition regardless of the size of your business.

Comtrade Software products help organizations effectively integrate their existing datacenter technologies to increase availability, performance, and security of their business applications, so you can easily increase your existing market of opportunities and deal size. With Comtrade, you are not selling only core datacenter technology, you are selling the complete solution that connects to customer's already established foundations.

### Choose the Right Program for You



### SILVER PARTNER

#### Requirements

- There are no minimum sales required for your company to be an Authorized Partner
- Have a minimum of 1 trained sales professional

#### Benefits

- Attractive base discount:
  - 15% on product license purchases
  - 5% on product support purchases
- Deal registration (additional discount for registering a deal)
  - Additional discount on product licenses if the deal is registered and accepted by Comtrade
- Advisory reward
  - For partners that significantly contribute to winning the deal but cannot resell
- Free access to latest marketing collateral, sales presentations
- Free access to online webinars
- Free access to competitive analysis
- Free access to online training for starters
- One-on-one live webinars for each software product
- Support from our technical experts to help you close your deals
- Company name and logo on Comtrade's Partner web page

More info:  
[www.comtradesoftware.com](http://www.comtradesoftware.com)  
[info@comtradesoftware.com](mailto:info@comtradesoftware.com)

## Benefits of Partnering with Us

- Your product portfolio extended with top management solutions
- Attractive reseller discounts
- Participation in Lead distribution program
- Deal Registration
- Advisory reward
  
- Free access to marketing collateral, sales presentations
- Free access to online webinars
- Free access to competitive analysis
- Free access to Comtrade demo environment

### Contact us

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### EMEA, AP

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## GOLD PARTNER

### Requirements

- Your company can achieve Preferred status when you have a yearly sales revenue to Comtrade in excess of €75,000 per calendar year or close 5 or more deals in the same calendar year
- Have a minimum of 1 trained sales and 1 trained technical professional
- Share monthly sales forecasts with Comtrade
- Invite Comtrade to at least one of your end user events per calendar year at no additional charge to Comtrade (Comtrade will be responsible for travel expenses)
- Create one customer case study per year

### Benefits – same as Authorized level plus

- Special discount rates:
  - 20% on product license purchases
  - 10% on product support purchases
- Stronger technical support from Comtrade's technical expert groups
- Access to Comtrade demo environment
- Participation in Lead distribution program
- NFR licenses to set up own demo environment

## PREMIER PARTNER

Premier partners are by invite only. Once your company has demonstrated that you can sell Comtrade products with minimal assistance from Comtrade and have internal experts to handle a majority of the technical questions, then Comtrade will consider inviting you to this exclusive partnership level.

### Requirements

- Your company will maintain their Premier status as long as the yearly sales revenue to Comtrade is in excess of €150,000 per calendar year and close more than 5 deals in the same calendar year
- Have a minimum of 2 trained sales professionals and 1 trained technical professional
- Share monthly sales forecasts with Comtrade
- Invite Comtrade to at least one of your end user events per calendar year at no additional charge to Comtrade (Comtrade will be responsible for travel expenses)
- Create at least one customer case study per year
- Have quarterly business reviews with Comtrade

### Benefits – same as Preferred level plus

- Special discount rates:
  - 25% on product license purchases
  - 10% on product support purchases
- Individual technical support from Comtrade's technical expert groups
- Membership in Partner Advisory Board group
- Co-hosting special events

Contact Bogdan Viher ([bogdan.viher@comtradesoftware.com](mailto:bogdan.viher@comtradesoftware.com) or +386 81 60 88 38) to get more details about the program, to sign up or to schedule a demo of Comtrade Software products.

**//ABOUT COMTRADE SOFTWARE/** Comtrade Software is a recognized leader in enterprise application and infrastructure management for heterogeneous, multi-vendor environments. Our software product line delivers strong, immediate value for customers and includes best in class solutions to ensure availability, performance, and security of Nutanix, F5, and Citrix. [www.comtradesoftware.com](http://www.comtradesoftware.com)

**//ABOUT COMTRADE/** Comtrade is an international provider of IT solutions and software engineering services whose clients include high-tech vendors, telecommunication companies, financial institutions, and the public sector. With over 1000 professionals Comtrade offers industry-leading expertise in data storage management, embedded systems, network systems management, gaming, telecommunications, e-solutions, and customized application development. [www.comtrade.com](http://www.comtrade.com)

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