



UDS ENTERPRISE Partner Program

UDS ENTERPRISE features an Authorized Partner Program designed to support software subscriptions sales and associated services.

To become Authorized Partner, you must meet a number of prerequisites. This allows you to have numerous advantages in sales, marketing, technical and training resources related to our solutions.

These advantages will be helpful when selling our software subscriptions, expanding your portfolio and complementing your sales of both licensed third party hardware and software.

Partner Program Features

To become an Authorized Partner you must meet certain requirements.

Advantages of becoming a UDS ENTERPRISE Channel Partner feature access to technical and sales resources, exclusive documentation, special prices, training and marketing programs.

Once your application form is submitted and approved, with your new Authorized Partner status you gain access to different support levels, as described in the following tables.

DISTRIBUTION PARTNER

Companies committed to selling large volume of UDS ENTERPRISE solutions. Focused on the wholesale channel and distribution with a value-added sales channel established

Requirements:

Demonstrated market experience, expertise and commitment level

Wholesale distributors only

Annual sales volume agreement

Benefits:

Exclusive prices for DISTRIBUTION channel

Customer service dedicated resources

Assigned account manager

Exclusive DISTRIBUTION channel product training

Dedicated resource on large projects and special quotations

Access to Partners area

Marketing plans

Cooperative marketing budget

Access to demo infrastructure

New versions and add-ons advanced notifications

DISTRIBUTION PARTNER status on UDS ENTERPRISE website



GOLD PARTNER

Designed for system integrators selling UDS ENTERPRISE solutions and value-added services to its clients, both directly or indirectly, focused on hardware and third party software integration.

Requirements:

Demonstrated experience, expertise and commitment level

UDS ENTERPRISE solutions direct purchase

Annual sales volume agreement

Benefits:

Exclusive prices for GOLD channel

Customer service dedicated resources

Assigned account manager

Exclusive GOLD channel product training

Dedicated resource on large projects and special quotations

Access to Partners area

Marketing plans

Cooperative marketing budget

Access to demo infrastructure

Post installation audit support and end user training

New versions and add-ons advanced notifications

GOLD PARTNER status on UDS ENTERPRISE website

SILVER PARTNER

Designed for system integrators selling UDS ENTERPRISE solutions and value-added services to end user clients, focused on hardware and third party software integration.

Requirements:

Demonstrated experience, expertise and commitment level

UDSENERPRISE solutions purchase through agreed channel

Annual sales volume agreement

Benefits:

Exclusive prices for SILVER channel

Support and price protection on registered projects

Exclusive channel product training

Support on large projects and special tenders

Access to Partners area

Marketing plans

Cooperative marketing budget

Access to demo infrastructure

SILVER PARTNER status on UDS ENTERPRISE website



BRONZE PARTNER

System integrators who sell directly ENTERPRISE UDS solutions, helping our solutions to reach market, commercializing value-added services to its clients, third party software and hardware integration.

Requirements:

Demonstrated experience, expertise and commitment level

UDSENERPRISE solutions purchase through channel

Annual sales volume agreement

Benefits:

Exclusive prices for BRONZE channel

Support on registered projects and price protection

Proactive sales support

Exclusive channel product training

DEVELOPMENT PARTNER

Independent developers, dedicated to the development and/or marketing of its own products interested in developing new features and modules for UDS ENTERPRISE integration.

Requirements:

Demonstrated development experience

OPENUDS proved knowledge

Development Package Subscription

Benefits:

Approved developed features agreement to feature in UDS ENTERPRISE portfolio

Approved developed modules agreement to feature in UDS ENTERPRISE portfolio

Approved developed add-ons agreement to feature in UDS ENTERPRISE portfolio

Access to DEVELOPMENT channel exclusive resources

Access to Partners area

Modules, features & addons marketing plans

DEVELOPMENT PARTNER status on UDS ENTERPRISE website



Becoming a partner

To become a UDS ENTERPRISE Authorized Partner, access our partner area on www.udsenderprise.com website, either downloading the form on this page, or sending an email to channelsales@udsenterprise.com

- 1 Web registration or application form
- 2 Meeting for requirements agreement
- 3 Attend UDS ENTERPRISE training
- 4 Partner agreement
- 5 Certified partner status

UDSENERPRISE team will arrange a call/meeting to discuss the agreement requirements

Enroled partners should attend an assigned training relating UDS ENTERPRISE solutions

Partner agreement signature

Partner Certificate award

Partner certificates and special conditions awarded will be renewed on an annual basis, UDS ENTERPRISE team reserve the right to unilaterally cancel it at any time

Product Marketing Program

UDS ENTERPRISE product marketing program offers access to first class marketing resources, in order to grant support and help to improve sales results to our Partners.

Product Marketing Program features:

Corporate and product documentation

Press releases

Cases of success

Events

Web access

Technical documentation

Incentive programs

Once registered through our website, you can access these resources, as well as numerous advantages as UDS ENTERPRISE Authorized Partner:

Subscriptions Status

Trainings

Exclusive webinars

Press releases

Technical documentation

Articles

Datasheet



Training and Certifications

Training is an important aspect within UDS ENTERPRISE partner program.

As part of the Partner Program agreement, its recommended to acquire some basic knowledge on our products and technology, it is intended that each Partner would be able to understand the potential of UDS ENTERPRISE solutions, in addition to be familiar with related technologies to the platform.

All training and learning paths are taught by professionals with experience in the field of teaching technology, in order to achieve the best results for our authorized channel.

Support & Professional Services

VIRTUALCABLE's UDS ENTERPRISE is sold through a subscription model, including software support and product upgrades based on number of users' yearly fee.

VIRTUALCABLE offers a wide portfolio of professional services in order to help our partners and clients through the process of installing and configuring UDS ENTERPRISE and also related virtualization projects with other platforms.

For any inquiries or further information, please visit www.udsenderprise.com, you can also send us an email to sales@udsenderprise.com.