

NovaStor ValueCREATE! Channel Program for Enterprise Partners

The ValueCREATE! partner program is designed to encourage an individual relation between you and NovaStor, a local developer of backup and restore software. It offers all necessary features to protect your business. Deal registration and guaranteed margins ensure a serious and fair project handling for all our enterprise partners. Your success is 100% important to us. We are dedicated to providing a true partnership, not a permanent price war. Through joint business plans we identify common milestones and create the blueprint for achieving our mutual success.

Insightful trainings and established certifications enable you to impress your customers. Even if you don't have a solution ready, simply call the US based support. Your technical account manager is familiar with your customer's installation and ensures that you get all answers needed immediately.

Why NovaStor?

- ✓ Focused exclusively on backup & restore
- ✓ Hardware agnostic, best-of-breed technology
- ✓ Local technical support
- ✓ Support throughout the entire sales cycle
- ✓ Simple and transparent licensing model
- ✓ US based technical account manager

Apply today

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[partner.novastor.com/
/enterprise](http://partner.novastor.com/enterprise)

	Authorized Partner	Certified Partner
Joint Business Plan	No	Yes
Annual Sales Target	No	Yes
Margin	Basic (15%)	Premium (25%)
Deal-registration	No	Yes
NFR licenses	Yes (with 50% discount)	Yes
Appliance Kit	No	Yes
Training		
PreSales Support	Yes	Yes
Product trainings	Webinar, Support Portal, Knowledgebase	Individual
Certified technology specialist	No	Yes
Technical Assistance		
Support for technical implementation	Yes, mandatory	Yes
Support from US based engineers	Yes	Yes
Dedicated technical account manager	No	Yes
Professional services	Regular pricing	Partner discount
Joint beta programs	No	Yes
Sales Assistance		
Dedicated account manager	Yes	Yes
Project support in start-up phase	Yes	Yes
Marketing Support	No	Yes

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