

IT ANALYZER PARTNER PROGRAM (ITPP)



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IT Analyzer VAR Program

Greetings from IT Analyzer and thank you for considering of becoming IT Analyzer authorized business partner.

At IT Analyzer we believe that partnerships play a key role in the development, delivery and ongoing success of our business and solutions. That's why we work hard to promote an ecosystem of service providers, technology providers, resellers, and distributors – working as a TEAM to deliver enhanced solutions to our customers.

Do you want to maintain your customers' trust by offering them a leading-edge, market driven solution that will help them reap significant benefits? The IT Analyzer Partner Program (ITPP) can help you manage these expectations and stay at the front of IT environment technology solutions.

Expand your company offering and differentiate your company to drive business growth and profits.

You can join the IT Analyzer partner program from anywhere in the world and put your market expertise to use while building customer success.

This paper outlines the steps needed to become IT Analyzer authorized business partner; The IT Analyzer Partner Program (ITPP) is a set of 3 stages supported by IT Analyzer team in order to insure excellence.

For further information, you are more than welcome to send us email, or please contact one of our local representatives

IT Analyzer E-mail: info@itanalyzer.net,

IT Analyzer Business Partners: <http://www.itanalyzer.net/index.php/partners>

Stage 1: Preliminary Tech requirements:

1. Business partner shall have to be with IT administration and technical level knowledge in the following fields:
 - 1) Storage (EMC, HDS, HP, NetApp)
 - 2) Backup (Symantec, EMC networker, HP DP, IBM TSM)
 - 3) System UNIX (HP, Sun/Oracle,AIX, Linux)
 - 4) System Windows
 - 5) Virtualization (VMware)
 - 6) SAN (Cisco, Brocade, Qlogic)
 - 7) VTL (Protect Tier, DataDomain, HP d2D)
2. Business partner shall have to be with technical persons with installation and troubleshooting level knowledge in order to provide PS.

Stage 2: Preliminary business setup:

1. Business partner shall appoint the following roles in the company in order to insure IT Analyzer business continuity
 - 1) Product manager / Pre-Sale
 - 2) At least one Sales Account manager
 - 3) At least one technical person with administration level of knowledge
 - 4) At least one technical person with installation and troubleshooting level knowledge in order to provide PS
2. **Sales & Pre-sale Training:** Business partner shall have a set of on-site training for the sales and pre-sales force provided by IT Analyzer Team. Once the team will pass the training they will receive a formal IT Analyzer authorizing to sale IT Analyzer solution.
3. **Business strategy set-up:** Business partner and IT Analyzer will define a business actions plan (sales and marketing) in order to execute IT Analyzer business.

Stage 3: Business Partner 1st level support authorization:

This final stage will give IT Analyzer business partner the full authorization and qualification to become IT Analyzer service provider.

The qualification process will be a set of 3 customers Installations combine with IT Analyzer tech team. IT Analyzer Tech team will escort and support the installation process hand by hand.

Once business partner will pass this part, business partner will be qualified to sale, Install and support IT Analyzer independently.