

ORSENNNA :

PARTNER

PROGRAM



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1. INTRODUCTION :

1.1. Company Overview :

Since 1989, Orsenna has been developing and integrating monitoring solutions for small and medium enterprises as well as multinational firms. Specialized in the field of network monitoring we are currently the **first technical partner for Ipswitch, PRTG and NagiosXI in France**. As we are a major partner for network monitoring solutions, we also provide training (first and only **Ipswitch certified training center in France**) and consultancy towards customers and VAR.

What makes us stand out from the crowd?

Independence – We are not aligned to any vendors so you can be sure that you'll receive impartial testing, analysis and consultancy

Quality – Our clients tell us times and times again that the quality of our consultancy services is what makes us stand out from the crowd – you can trust the quality of the service that we deliver.

Expertise – Many years of engineering have seen us building our knowledge base and know-how across a wide range of industries.

1.2. Partner Program Introduction :

Orsenna has developed several additional plugins for different network monitoring solutions. Those plugins are a **real value-added** when it comes to closing deals with the final customer, and proves that we are not only reselling, but also adding value toward the customer.

Collaborating with Orsenna will give your company a **competitive advantage**, enabling you to increase your customer 'satisfaction and range of products.

1.3. They trust us :

Our network of partner has been growing exponentially over the past few years and our vision is to build **long term relationship** with our partners like we did with:

ROUND ROBIN TECH



ASIAVAD



ZERONE TECHNOLOGIES



2. HOW TO BECOME A PARTNER :

2.1. 1st Step : Apply to become a partner

Resellers interested in applying to the Partner Program should fill in the form on [GEUM website](#) and/or [WhatsUp Companion](#) . Once submitted, you will receive a response from Orsenna indicating your status or the need for additional information.

2.2. 2nd Step : Partner Agreement

If your application is confirmed, we will send you an email at the address you provided us with, containing the Partner Agreement: contract between Orsenna and your company with all the terms and conditions both parties should respect when conducting business activities together.

3. PRODUCTS & SUPPORT AVAILABLE :

The products described below had been developed by Orsenna and are Copyright protected. The product can be purchased on our Online Store. Once you've become a partner, we will provide you with a coupon code giving you a reseller discount.

3.1. WhatsUp Companion :



WhatsUp Companion is a simple plug-in improving your WhatsUp Gold Console. WhatsUp Companion adds more than 27 Active Monitors and 9 Performance Monitors to your WhatsUp Gold console. With the help of all these new monitors you will be able to optimize the general performance and extend your monitoring coverage as you will have more choices on the monitoring method.

For more information, visit <http://whatsupcompanion.orsenna.com>



3.2. GEUM : Global End User Monitoring :

Global End User Monitor (GEUM) is a powerful and affordable solution for monitoring business-critical web transactions from an end-user's perspective. GEUM allows you to automatically test web applications from locations that are important to you and get a reporting in your monitoring software. GEUM includes a simple web recorder allowing you to playback a recorded session while checking the response time. The plugin can be integrated in different NMS console such as (WhatsUp Gold, PRTG, NagiosXI).

For more information on GEUM, please refer to our website: <http://geum.orsenna.com>

3.3. Support:

Orsenna provides technical support towards the products listed above. Our support is available in English and French. You can also get a discount when selling an Orsenna technical support to your final customers.

4. PARTNER LEVEL :

The more copies you sell, the higher your discount will be.

Our partner program consists of four partner levels: Registered, Bronze, Silver, and Gold. Each level has an associated discount rate and annual sales target, as follow:

Partner Level	Annual Sales Target
Registered	1
Bronze	5
Silver	10
Gold	15

5. DISCOUNTS :

The more copies you sell, the higher your discount will be. Once your partner application is approved, you will automatically become a Registered Partner. During the year, when you meet the sales target for the next level above your current level, you will immediately move up to the next



level, and stay at the next level for the remainder of the current year and the next year. At the end of that period, your partner level will be adjusted at the beginning of each calendar year based on your previous year's sales. Sales targets are prorated the first year.

5.1. ACQUISITION

Discounts for a license acquisition according to your partner level:

Partner Level	Discount Rate
Registered	10%
Bronze	20%
Silver	25%
Gold	35%

5.2. RENEWALS

If a customer chooses to not renew their licenses, their licenses will continue to work, but they will lose access to customer support and software updates.

Discounts for licenses renewals, according to your partner level:

Partner Level	Discount Rate
Registered	10%
Bronze	20%
Silver	25%
Gold	35%

5.3. SUPPORT

Discounts for technical support contract according to your partner level:

Partner Level	Discount Rate
Registered	NOT AVAILABLE
Bronze	10%
Silver	10%
Gold	10%

6. PRICING POLICY:

As a reseller, you will want to sell for the highest price possible, thus maximizing your revenue. However, sometimes giving customers significant discounts might be necessary to close deals. Therefore, you may sell licenses to your customers for whatever price you deem necessary and appropriate. In this regard, there are a few “rules” you will need to follow:

1. You agree to use your best efforts to sell for no less than the manufacturer’s suggested retail price (MSRP) specified by Orsenna.
2. You agree to abide by the Minimum Advertised Price (MAP) Policy found in Exhibit C of the Orsenna Reseller Agreement. (Essentially, this means that while you may sell for whatever price you want, you may not advertise for less than the minimum advertised price specified by Orsenna.)
3. You may sell for more than the MSRP.

