

RESELLER PROGRAM

This information is applicable for all resellers who joined the Leaseweb Reseller Program before July 1, 2019.

FINANCIAL BENEFITS

	MRF €	MONTHLY FEE DISCOUNT	SET UP FEE DISCOUNT
TIER 1	500 – 1,999	5%	10%
TIER 2	2,000 – 4,999	8%	20%
TIER 3	5,000 – 9,999	10%	35%
TIER 4	10,000 – 19,999	15%	50%
TIER 5	20,000 – 39,999	20%	75%
TIER 6	40,000+	25%	100%

- Extra discounts can apply for quarterly, semi annual and annual payments.
- Standard pricing is based on monthly payments.
- No commitment applies to all services although some specific solutions are excluded e.g. Private Racks or Private Cloud.

ADDITIONAL BENEFITS

MARKETING	TIER 1	TIER 2	TIER 3	TIER 4	TIER 5	TIER 6
MDF (PROPOSAL BASED)						✓
MARKETING COLLATERAL	✓	✓	✓	✓	✓	✓
USE OF PARTNER PROGRAM BRANDING				✓	✓	✓
DATA CENTER VISITS				✓	✓	✓
PR/CASE STUDY	✓	✓	✓	✓	✓	✓
PARTNER PROGRAM CERTIFICATE	✓	✓	✓	✓	✓	✓
PARTNER PORTAL	✓	✓	✓	✓	✓	✓
SUPPORT						
ONBOARDING/ONLINE TRAINING	✓	✓	✓	✓	✓	✓
SEMINAR TRAINING			✓	✓	✓	✓
SPECIAL PROMOTIONS	✓	✓	✓	✓	✓	✓
PROOF OF CONCEPT			✓	✓	✓	✓
GRACE PERIOD	✓	✓	✓	✓	✓	✓
SERVICE LEVEL AGREEMENT	BRONZE	SILVER	GOLD	GOLD	PLATINUM	PLATINUM
SEEDING OPTIONS	✓	✓	✓	✓	✓	✓
DEDICATED ACCOUNT MANAGER			✓	✓	✓	✓
KNOWLEDGE BASE	✓	✓	✓	✓	✓	✓
POST PAYMENT					✓	✓