

BECOME PART OF THE LEASEWEB ECOSYSTEM AND TAP INTO NEW MARKET OPPORTUNITIES  
WITH A FULLY SCALABLE AND SECURE GLOBAL CLOUD SOLUTION

# THE LEASEWEB SOLUTION PARTNER PROGRAM

*You know your customers inside out. And you have the technical expertise to come up with highly creative solutions to their IT challenges. But how powerful would it be to add world class global infrastructure – and offer an end-to-end hybrid solution combining cloud and bare metal? In short, it's a way to gain an edge over your competitors and open up entirely new markets.*

## **EMPOWERING PARTNERS**

Partner channels play a central role in our business model and we do all we can to empower them. As a Solution Partner we will actively support you in developing your business because we realize that your success is our success. Combining your strengths with ours as part of the LeaseWeb ecosystem enables us both to tap into entirely new market opportunities.

## **You and LeaseWeb: A perfect match of skills**

We value your local and intimate customer knowledge and offer you, in return, our expertise in IaaS. Combining our strengths in this way creates an irresistible sales and marketing proposition for us both. Together, we can give customers exactly what they want: more choice, more flexibility and more speed.

## **Exclusive program**

Aimed at IT consultants, system integrators, managed service providers, xSPs and VARs offering professional services, the exclusive LeaseWeb Solution Partner Program gives you further benefits on top that will help you grow your business. To qualify you must meet certain business requirements but, once accepted, the rewards can be substantial.

## **Key program features**

- **Preferential pricing:** We reserve our most generous customer discounts for Solution Partners so you can count on extremely attractive pricing.
- **Dedicated Partner Account Manager:** We will assign you a dedicated account manager who will devote time and resources to help you tap into new and existing markets with a complete end-to-end solution.
- **Platinum SLA:** We will give you our highest level support package free of charge. This includes 24/7 phone support and guaranteed 30 minute response time to any technical issues.
- **State of the art portal:** Using a sophisticated partner portal and lead management system we ensure that your opportunities are always protected and we guarantee no internal channel conflicts – so your customers always remain your customers.

# WHY PARTNER WITH LEASEWEB?

Partnering with LeaseWeb lets you offer fully integrated, customized and managed solutions on a global scale. It's a way to achieve a strong competitive advantage while giving your customers new services and support without having to make heavy investments in new resources.

## **Develop new business opportunities**

If you are not already offering cloud solutions, partnering with LeaseWeb is a simple way of exploiting this blossoming market and opening up new, reliable and recurring revenue streams.

## **Build stronger customer relationships**

Using LeaseWeb's broad portfolio of services, you can position yourself as a "one-stop-shop" for your customers. We believe that together we can add more value to the market.

## **Reduce capital expenditure**

By outsourcing infrastructure services you no longer need to invest in costly hardware. Shifting from a CAPEX to an OPEX model frees up working capital which you can devote to developing your core business. Predictable monthly income and fixed costs also allow you to plan ahead with confidence.

## **Compliance and certifications sorted**

Let LeaseWeb take care of compliance issues. This removes a major headache for you and can also open new opportunities for customers requiring infrastructure with specific certifications.

## **Specialist support and advice**

Hybrid, cloud and infrastructure services on a global scale are not one-size-fits-all solutions. Our solution architects and cloud specialists will help you strengthen your consultative role with customers and provide full support to give your customers tailored solutions.

## QUALIFICATION REQUIREMENTS

- Complete application, acceptance and onboarding procedures
- Provide an annual business plan and business review with yearly goals
- Be able to offer first-level technical support and billing/accounting support to customers
- Employ marketing, sales and support employees
- Be able to resolve spam, copyright, abuse reports and other violations of LeaseWeb agreements
- Provide at least one case study each year

## **Apply now**

To become a LeaseWeb Specialized Partner visit our website  
For more information and to complete the registration form please go to  
[www.leaseweb.com/partner-programs/solution-partner](http://www.leaseweb.com/partner-programs/solution-partner)

**NL** +31 20 316 2880  
**US** +1 571 814 3777  
**DE** +49 69 2475 2860  
**SG** +65 3158 7350

[www.leaseweb.com](http://www.leaseweb.com)  
[info@leaseweb.com](mailto:info@leaseweb.com)  
[partners@leaseweb.com](mailto:partners@leaseweb.com)