



PARTNER PROGRAM OVERVIEW





The vGRID Partner Program

LayerX Cloud Limited, through platform brand 'vGRID', delivers on-demand hosted services over the Internet providing technology solutions that were once only available to large corporates. These enterprise technologies are now available to smaller organisations as a result of economies of scale and buying power. Coupling these technologies with software interface 'smarts' make the programs and technology easier to use – we call this the vGRID Service Provider Stack.

As a market leader in cloud infrastructure services, we understand the technical challenges of adopting cloud services and the impact it has on your business and that of your customers.

The vGRID partner program allows you to enhance your existing business model by adding Infrastructure as a Service (IaaS) as a core component to your solutions. At the same time the program offers partners an easy to understand compensation structure, 24x7 support and a partner support team willing to help develop solutions for your go-to-market opportunities.

As a member of the vGRID partner program you gain access to an ever-growing pool of infrastructure resources, physically located in New Zealand (critical for data sovereignty requirements), to help you tap into new markets or simply enhance the services you offer in those markets today.

The partner program provides three very key benefits for the end-user organisation whereby the partner reseller:

1. **EDUCATES** the end-user organisation regarding benefits of vGRID cloud services and outsourced IT services
2. **TECHNICALLY ADVISES** end-user management on cloud strategy and system migration onto vGRID
3. **SUPPORTS** all end-users through high-quality and proficient support services.

By 2018, more than 60% of enterprises will have at least half of their infrastructure on cloud-based platforms (*Source: [Digital Business, Rethinking Fundamentals.](#)*)



Partner Program Models

There are three partner program models, described below:

1. Partner Reseller
2. White Labelled Platform
3. Service Provider Stack - Licensed Software.

1. Partner Reseller

The vGRID partner program is designed to bridge the gap between cloud infrastructure and your customers' business environment. It is widely accepted that the majority of small to medium businesses struggle with cloud computing concepts and therefore are unable to reap the many benefits it brings. Whilst we are in the business of operating high performance and high quality infrastructure, we rely on our partner resellers to bridge that gap.

This also presents an opportunity for the partner reseller to provide on-going consultation, support, and systems migration expertise for customers who understand the benefits of 'cloud' but not how to get there.

Partner Reseller Program Tiers

The partner reseller program offers tiers of recompense based on your monthly spend, as shown in the table below. Please note that all new partners enter the program at the 'Gold' tier, earning 20% on all services for the first 6 months regardless of monthly spend level. A review of account activity and sales progress is then conducted to determine if Gold is the most suitable tier.

Program Tier ^[1]	Discount Level	Monthly Spend ^[2]
Platinum	25%	\$60,000+
Gold	20%	\$30,000+
Silver	10%	\$15,000+
Registered	0%	\$1,000+

[1] The tier signed up for becomes a minimum spend level.

[2] Calculated quarterly to determine a monthly average based on post-discount revenue.

Note: Any pricing or amounts in this document are in New Zealand Dollars and exclude GST.

Access to the program and qualification of program tier forms part of the sign-up process.

2. White Labelled Platform

With an abundance of computing and storage resource on tap, vGRID can act as the engine-room or 'platform' behind your service. In this model vGRID will develop and manage a rebranded customer portal that integrates with vGRID provisioning and billing engines so you can take control over your brand recognition.

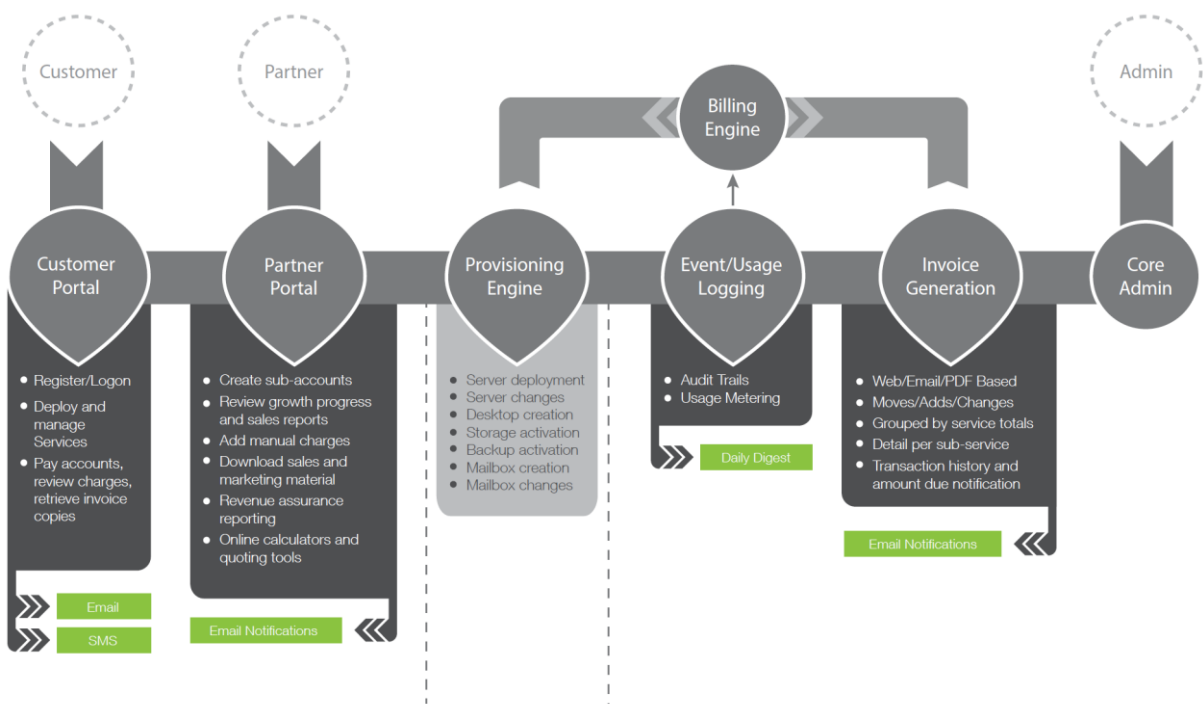
There are many variations on how this model can be integrated so please get in touch to discuss options. Some up-front costs associated with rebranding and service delivery, as well as minimum customer numbers and minimum monthly spend levels apply.

3. Service Provider Stack – Licensed Software

The vGRID Service Provider Stack is the layer of ‘smarts’ that enables the self-service delivery, and billing, of cloud services.

For large scale deployments and specific engagements where the vGRID Service Provider Stack can add value to an existing hardware platform, this licensed software model can be adopted.

The diagram below demonstrates the components that make up the vGRID software ecosystem.





Why Partner with vGRID

Your customers rely on you for education, support and expertise around cloud based solutions.

We will support you on this journey with the following:

- vGRID branded partner program logos to use in sales and marketing activities
- Access to vGRID marketing material
- Co-branding of marketing material and events ^(Platinum tier only)
- 24 x 7 tier 3 support
- Technical expertise to assist with sales engagements
- Prequalified leads ^(as available)
- Promotion of your company in our online partner reseller directory
- Partner Portal access with sales tools and quote management.

We value our partner resellers as the foundation of our business model and thereby help you add value to better serve your customers.

Contact Us Today

The vGRID Partner Program leverages the synergies that come from complementary business activities for the benefit of both parties.

To learn more, or if you are interested in applying for the partner program, please contact our Channel Distribution Partner 'exeed Limited' us on 09 3028253 or email the vGRID partner team at vgrid@exeed.co.nz.

