

Abiquo Partner Program

Partnering for Cloud Success



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Now is a great time to become an Abiquo partner. With our leading enterprise class management solution, the growing demand for better virtualization management and a path to self-service clouds, partnering with Abiquo is the right choice. Abiquo is the only business-policy driven management and self-service solution to work across all six major hypervisor platforms, networking and storage, regardless of data center location. Enterprises have been consolidating with virtualization for years and are now seeing the challenges of VM sprawl, as well as the aspirations of their CIO's to make IT into a cloud. These challenges can be addressed with one solution that enables better infrastructure management, while also allowing for comprehensive self-service built around business policies, such as security and compliance rules. This solution is the Abiquo Enterprise Cloud Management solution.

We want to partner with you if you're a distributor/reseller, solution provider, systems integrator, or consulting organization looking for a breakthrough solution that can help your customers manage and provision IT infrastructure. Are you selling storage, networking and/or virtualization but want to offer a cloud solution or practice? Abiquo's flexibility in working with so many hypervisor platforms, as well as across compute, storage and networking, makes it a great piece in your cloud portfolio.

When you partner with Abiquo, you can earn high margins and increase revenue opportunities. To help you get to revenue faster, our partner programs include training, as well as sales, service and marketing support. Partners are key to our growth strategy and success. So unlike large vendors, we treat our partners as part of the team. We ensure their success and deliver the exceptional support needed to win new business.

To get started today as an Abiquo partner, complete the online form found on our Web site [partner page](#). A partner rep will contact you and go over the program details.

"Today enterprises are looking for ways to optimize their IT effectiveness, control costs, and be more responsive to the business needs. Abiquo gives us the power to manage global infrastructure across heterogeneous environments regardless of datacenter location. This uniquely allows us to focus on delivering business value, as opposed to dealing with various hypervisor interoperability or remote datacenter issues."

Howard Longstaff
CEO, Tungsten Management Consulting

Why Partner with Abiquo?

Enterprise Class Cloud Solution

- A comprehensive self-service provisioning solution built to align with business policies to ensure security, compliance and other business critical needs.
- Simple GUI that allows for management of all six hypervisors, including VMware, Hyper-V, XenServer and others, as well as storage and networking, all from a single pane of glass.

Expand Your Business

- A scalable solution that allows you to sell to Enterprises of all sizes, with local, remote and hosted datacenters.
- Expand your consulting and services practice by advising organizations on how to determine business policies to serve the needs of various users/business units.
- Leverage the intuitive self-service GUI to sell to service providers and hosting companies that want to offer a cloud or Infrastructure as a service (IAAS).
- Sublease space from a trusted service provider and use the GUI to enable your own (IAAS), branded as your own.

“After a thorough evaluation of the available cloud management solutions, we chose Abiquo. Abiquo provides unique features like support for heterogeneous environments, six hypervisors with virtual-to-virtual conversion, and the ability to manage globally distributed physical datacenters. Our customers have been asking for a cloud solution, and now we can deliver a powerful offering with Abiquo.”

Tohru Nakano

Executive Vice President

Telecommunication Systems Group, CTC

The Right Time and the Right Space

- Abiquo is rapidly growing and looking to expand partnerships globally. So regardless of your location, getting in early means having more territory to work in.
- Abiquo is large enough to deliver the highest quality product, support and marketing, but still small enough to offer its partners more attention.
- Leading analysts see a huge gap evolving between the number of VMs deployed and the ability to manage them effectively—this will be the next big opportunity to make money from now through 2015 and beyond.