QVD Partner Program by Qindel Group

Expand your **business** strategy with us

We would like to introduce your company to the marketing of open source **QVD Remote Desktop Solutions**, backed with **specialised support** and an expansion **strategy** design with **international positioning**.
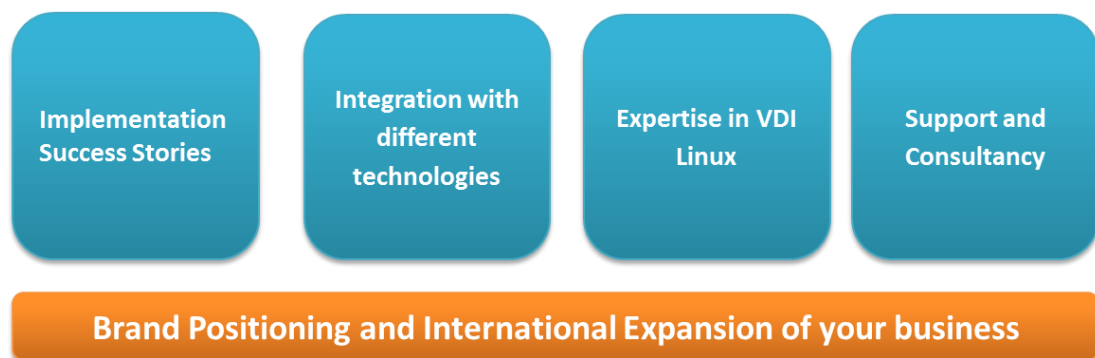
Our Partner program will allow you to provide your clients with **outstanding, secure, scalable, and trustworthy virtualization**.

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The QVD program provides an **exclusive portfolio** for virtual desktop service for clients with **Linux, Windows, and Mac** operating systems, in different on premise use modes and Cloud with DaaS service to host applications and mobile solutions for a company.

Participation in the program provides the following **experiences**:

- QVD product provider
- "In a box" turnkey
- Linux professional services
- Marketing

Depending on your needs and requirements, we will provide you, our Partner, with all of the necessary knowledge and resources in order to launch and begin using the QVD solution.

Implementation Success Stories	Integration with different technologies	Expertise in VDI Linux	Support and Consultancy

Brand Positioning and International Expansion of your business

Case studies

- As our partner, we will make product use cases available to you so that you may use them as a reference when taking on new projects and presentations to clients with the same characteristics.
- Assistance with architecture design
- Assistance selecting technologies
- Assistance in migrating different technologies

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Integration with various technologies

- Assistance with service initiation and stabilisation.
- Assistance with integrating active directory, LDAP, Samba.
- Assistance with integrating the client's CRM, ERP, CMS infrastructure.

VDI expertise

- Our QVD product is a desktop virtualization platform capable of working with multiple virtual machines from one or more system images on a sole server, or on a server farm depending on the type of client.
- It provides load balancing, self-support, client platforms, and web tools for VDI administration.
- It provides users with a secure, flexible, and efficient environment.
- It facilitates management and significantly reduces operating costs.

Support and Consulting
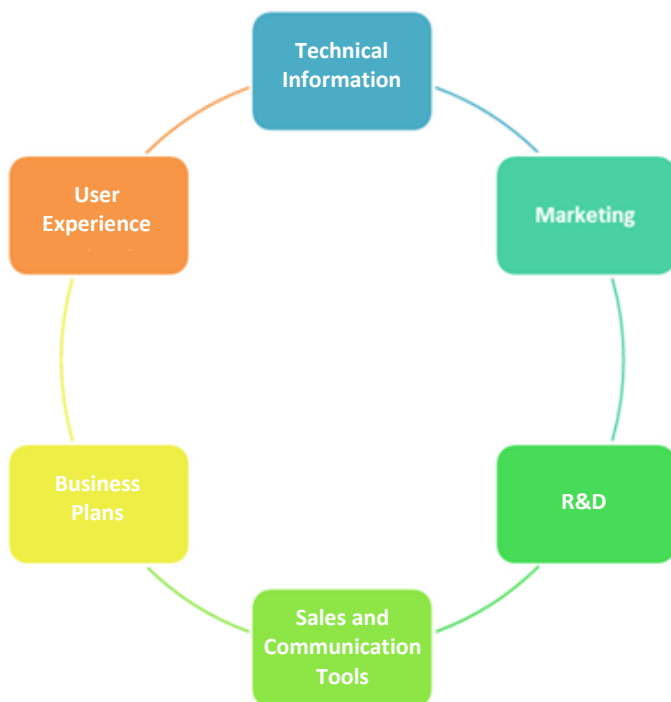
We provide the resources necessary in order to **help our partner** in building and initiating the QVD virtualization solution.

We have a **team** made up of Sales Managers, Product Managers, engineers, and technical personnel.

(Diagram showing: Technical Information, Marketing, R&D, Sales and Communication Tools, Business Plans, User Experience)

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Advantages of being our Partner

The QVD Partner Program introduces your company to the **marketing** of **virtual desktop** solutions with **support** and **positioning** in the international market for your brand

We are committed to successfully developing and procuring new **technological projects.**

Business

- Incorporate a new line of business for your company
- New functional portfolio
- Increased EBITDA and ROI
- Time to market oriented in order to achieve objectives

Technology

- Attainment of new expertise in Linux-Windows-Cloud technologies
- High level consulting
- Assistance with implementing and initiating the product
- Technical training according to product developments

Marketing

- Product presentations to the end client
- Annual product roadmap
- Blended marketing in order to position the brands according to the program
- Social community marketing
- Strengthen professional relationships on an international level

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- Presence at the main international events of the sector
- Merchandising

Sales

- Joint presentations and demos of products
- Localised sales support with customised service
- Product sales training
- Specialised sales force

Support

- General technical support
- Support with project implementation
- Sales support
- Client service support

Technical Training

- Introduction to QVD
- QVD General administration
- QVD Node administrator
- QVD General administration
- QVD Disc, Images, and VMA
- QVD Client configuration
- QVD Database administrator
- High database availability
- QVD Advanced configuration

Training for Sales and Marketing

- QVD Sales training
- QVD Sales training - Demonstration
- QVD Sales training - Basic terms

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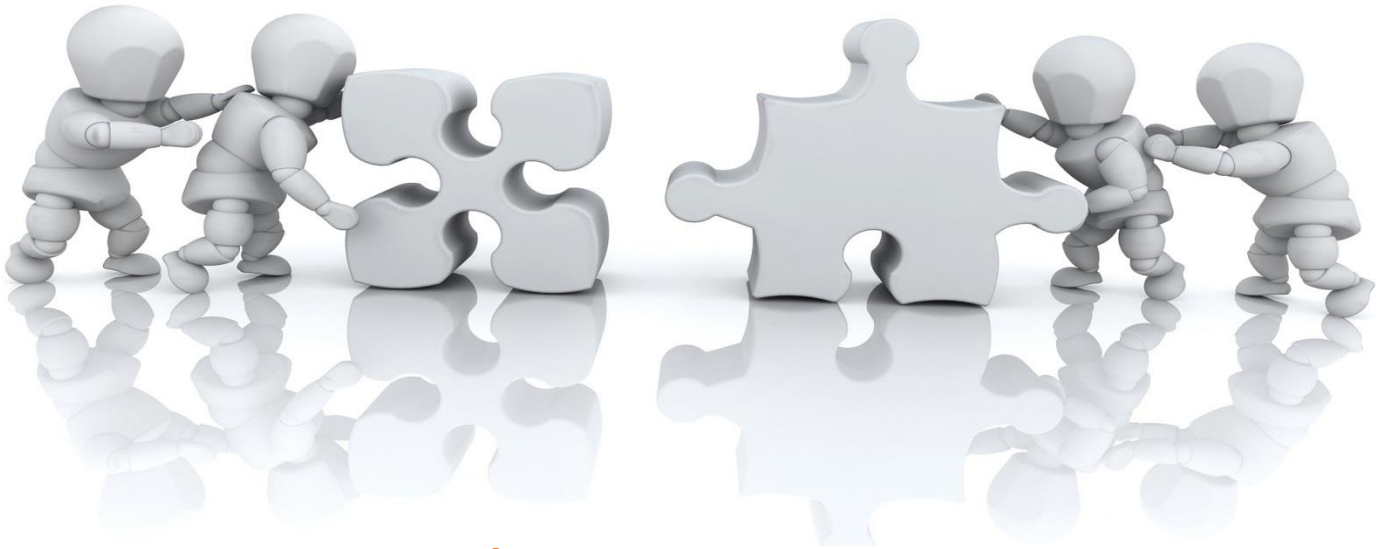
QVD Partner Modes

The QVD Partner program is designed to **jointly drive forward** your company's growth, the **loyalty of your clients**, and **increase your sales**. Your company will be able to incorporate new lines of business that will open up an array of possibilities for your solutions and services portfolio.

Description of the Qindel Group Partner Program		
Bronze		
	Customer service	**Benefit as Partner**
Provider of the QVD solution	QVD virtualisation solution sale and participation in implementation services	*Pre-sale support *Pre-sale technical support level 1 *Solution design
Platinum		
	Customer service	**Benefit as Partner**
Provider and Integrator of the QVD solution	QVD virtualisation solution sale and implementation services	*Pre- and Post-sale support *Pre-sale technical support, level 1 and 2 *Solution planning and design

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General Benefits

	Bronze	Platinum	Platinum Benefits
Product versions	Included	Included	Delivery of release prior to launch
Access to all client environments	Included	Included	Linux, Windows, and Mac
Server supply	Included	Included	Technical assistance
VDI Management tools	Included	Included	
Training	12 online sessions in person once yearly	In person twice yearly	
Management tools	Included	Included	Customizable
Professional Services	By additional contract	By additional contract	Special discounts
Support	Via email, phone, and chat	Via email, phone, and chat	Special conditions

Marketing Benefits			
	Bronze	Platinum	Platinum Benefits
Online marketing	Included Quarterly Campaign	Included Quarterly Campaign	Segmented By country
Client Product Presentations	Online	Online	Sales Office Product Manager Support Engineering
Product Presentations by Sales Force	Online	In person Twice yearly	Sales Office Product Manager Support Engineering
Customisation of Product labels	Included	Included	
Merchandising	Included	Included	
Discount program	Applies	Applies with higher discounts	
Promotions	Included	Included	
Presence at relevant sector events	Included Online	Included Online	
E-mail campaigns	Included monthly	Included	All year long
Webinars	Included 6 per year	Included	
Active community presence	Included	Included	Event Sponsorship
Marketing training	Not Included	Included	
Definition of Sales Target	Not included	Included	

The use mode will depend on the profile and needs of each company.

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Business models

Our primary objective is to generate a **shared benefit with our Partner** that translates into a direct increase in the **profitability** of the QVD Desktop Virtualization solution.

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How to become a Partner

Program access request

1. Through our online channel theqvd.com
   - Fill out the contact form
     http://theqvd.com/es/colaboradores/unirse
   - Indicate the target group
   - Indicate the profile depending on the use mode
2. By email partnerqvd@qindel.com
3. By phone +34 91 766 24 21

Subscription Period

- The Partner program is valid for one year from the date the contract is signed.
- The acceptance period is 15 business days.

Rights of use

The rights of use of the product will depend on the contracted mode.

QVD offers four use modes:

1. Provider with a minimum one-year subscription
2. Integrator
3. Turn key
4. Professional services according to the project

Company profile

Company profile and requirements according to mode		
	Bronze	**Platinum**
	Sales between 100 a 1M	Sales > 1M
	Certified personnel	Certified personnel

Available support

SupportSupport according to mode			
	Bronze	**Platinum**	**Platinum Benefits**
Technical 5x8	email-Ticketing	email-Ticketing-phone	Private number
Technical 24x7	*email-Ticketing-phone	*email-Ticketing-phone	Private number
Sales 5x8	email	email-phone	Private number
Marketing	email	email-phone	Private number
Administrative	email	email	

- The QVD service agreement level will guarantee fulfilment of all contractual commitments, with regard to fulfilment of installation periods, availability, and post-sales support.
- The QVD Distributor Portal will provide you with exclusive access to training resources, technical and sales presentations, as well as many other sales support materials.

We have the following certifications

- ISO 9001 Quality Management Systems
- Accredited trainer of Linux Professional Institute (LPI)
- Audited by the Official Spanish Registry of Account Auditors (ROAC)
- Registered with the Official Spanish Registry of Bidders and Classified Companies

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Additional program benefits

- Upgrade for Bronze Partners, according to achievement of agreed upon objectives
- One sole management platform
- Highly customised support
- Recommendations between national and international partners
- Annual training calendar by time zone and location

Our Partners

As part of our corporate internationalisation strategy, we are continuing to extend our Partner agreements, as well as the network of sales offices in order to strengthen our presence in Latin America (Mexico, Colombia, Peru, Venezuela, and Chile) as well as in Europe (Spain, France, Italy, Germany, the Netherlands, and Belgium).

We currently have Partners and Collaborators in the following countries:

Europe   Spain, Belgium, Germany, and Italy.

Latin America   Mexico, Colombia, Venezuela, Chile, and Peru.

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