



SUSE

FLYER

# Partner with the Largest, Independent Open Source Company

When you join the SUSE One Partner Program, you will be partnering with a company that has more than 25 years of engineering excellence, a reputation for exceptional service and investing in product innovation.



Our partners are empowered to build solutions that solve business problems for customers that work in heterogeneous IT environments—with no vendor lock-in.

- The highest rated Ceph-based, software-defined storage solution by Gartner

## Talk to Us About How You Can Offer Your Customers:

- An enterprise Linux platform that is portable from edge to core to cloud
- An OS that is used by 95 percent of SAP customers
- An exceptional operator experience for Kubernetes

## Join the Program at a Tier that Makes Sense for You

The SUSE One Partner Program has three tiers and specializations you can choose from. We are there to support you with tools to help you position, support and sell our world-class, open source enterprise solutions.

Talk to us about how we can help you expand your business through the SUSE One Partner Program or join the program today by requesting a login to the **SUSE One Partner platform**.

### SUSE Solutions:

- + Enterprise Linux
- + Enterprise Linux for SAP Applications
- + Software-defined Storage
- + Application Delivery
- + System Management

## SUSE One Partner Program Tier Requirements and Benefits

	Requirements	Benefits				
<b>Silver</b>	Register for the Program	Access to Partner Portal	Sales, Pre-Sales & at no charge			
<b>Gold</b>	2 Sales* + 1 Pre-Sales OR Technical Certification	Access to Partner Portal	Sales, Pre-Sales & Technical Training at no charge	Deal Registration (SELL specialization)	30 service requests; 12x5 follow-the-sun support (SELL specialization)	Listing on Partner Locator
<b>Platinum</b>	4 Sales or Pre-Sales AND 2 Technical Certifications** & Approved Business Plan	Access to Partner Portal	Sales, Pre-Sales & Technical Training at no charge	Deal Registration (SELL specialization)	60 service requests; 24x7 follow-the-sun support (SELL specialization)	Listing on Partner Locator

\*Each sales certification exam consists of two modules (SUSE Foundation + 1 Solution area), both of which should be taken and passed to count towards the sales certification.

\*\*The technical certification requirements for Enterprise Linux and Enterprise Linux for SAP Applications consists of two separate exams. Your sales and technical certifications need to be in the same solution area.