



Walhalla



Your ideal partner on the cloud

Easy, direct and to the point: this is the Walhalla partner program. Its only objective is to help you as much as possible to grow and succeed in the cloud with a close, flexible partner that makes it easy for you.

Why Walhalla?

Walhalla provides you with the **maximum guarantees** to host your projects in the cloud, being the only Spanish Tier IV provider, one of the very few that is **certified in the national high-level security scheme**, and shortly also the third Spanish provider VMWare Cloud Certified.

But the most important thing is not that, but Walhalla is a **totally channel-focused company**. It turns to its partners and provides all the tools you need to succeed. Walhalla

offers you an alternative to hyperscalers but with great advantages and allows you to differentiate yourself from your competition. **From the hand of a team like few, Spanish, close and flexible and with specialized technical support 24x7!**

How do we help you?

With a comprehensive approach throughout the life cycle of your business, your customers and your projects:



What do I have to do to be a partner?

Very easy: fill out a web form, it will only cost you 5 minutes: partners.walhallacloud.com



What are the benefits for partners?

There are 2 levels of partners (Silver and Gold). Current partners will automatically go to the Silver level once they fill out the registration form.



| Area | Benefit | Silver | Gold |
|--------------------|--|-------------|----------------|
| Requirement | Minimum billing | ✗ | 2.000€/month |
| | Registration form 5 ' | ✓ | ✓ |
| General benefits | Commission on PVPr | 10% | 15% |
| | Portal partners access | ✓ | ✓ |
| | Newsletter with exclusive Walhalla information, news, etc ... | ✓ | ✓ |
| Marketing Benefits | Visibility in wb Walhalla and search engine partners | ✓ | ✓ |
| | Sale opportunities sale to final customer | ✓ | ✓ |
| | Marketing and positioning materials | ✓ | ✓ |
| | NP partnership issued by Ealhalla | ✗ | ✓ |
| | Advertisement partnership in RRSS | ✓ | ✓ |
| | Co-marketing and marketing development fund (MDF): events, sponsorships, SEM ... | ✗ | ✓ |
| | Mkg plan set | ✗ | ✓ |
| | Use logo Walhalla | ✓ | ✓ |
| | Communication support (WPs, magazines) | ✗ | ✓ |
| | Help build positioning and differentiation | ✓ | ✓ |
| | Participation in partner events | ✓ | ✓ |
| | Webcast set | ✗ | ✓ |
| | Success stories | ✗ | ✓ |
| | Marketing Consulting to boost sales (paid) | Payment | Basic included |
| | Printed Walhalla catalogs | ✓ | ✓ |
| Sales benefits | Products and resources documentation | ✓ | ✓ |
| | Online budget | ✓ | ✓ |
| | Presale technical support | ✓ | ✓ |
| | End customer visits support | ✓ | ✓ |
| | Competition comparison | ✓ | ✓ |
| | Training in sales, elevator pitch, storyline and | ✓ | ✓ |
| | Special prices per project | ✓ | ✓ |
| | Guided visits to the DataCenter at any time and day | ✗ | ✓ |
| | Use of Walhalla rooms for meetings with clients | ✗ | ✓ |
| Support benefits | 24 * 7 expert support from n1 | ✓ | ✓ |
| | SLAs requests | ✓ | ✓ |
| | End customer support weekend / night | ✓ | ✓ |
| | Online technical training | ✓ | ✓ |
| | Free products credit | ✓ | ✓ |
| | | (50€/month) | (150€/month) |
| Others | Advisory Board Participation | ✗ | ✓ |

Contact us through
partners@walhallacloud.com or www.walhallacloud.com

