



# 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.

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!**

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

### 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](https://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	✓	✓
	Newletter 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		✗	✓
Support benefits	Use of Walhalla rooms for meetings with clients	✗	✓
	24 * 7 expert support from n1	✓	✓
	SLAs requests	✓	✓
	End customer support weekend / night	✓	✓
	Online technical training	✓	✓
Others	Free products credit	✓	✓
	Advisory Board Participation	(50€/month) ✗	(150€/month) ✓

**Contact us through**  
[partners@walhallacloud.com](mailto:partners@walhallacloud.com) or [www.walhallacloud.com](http://www.walhallacloud.com)

