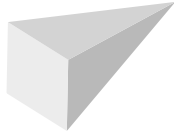


PARTNER PROGRAM



Each partner is unique in their size, vertical, geography and culture. Recognizing this fact, Centilytics offers a unique partnership program entirely focused on mutual success. The program aims at collaborating with Managed Service Providers (MSP's), Cloud Solution Providers (CSP's) and IT service companies to extend their service offerings, boost profit margins and differentiate their offerings through an intelligent cloud management platform.



Centilytics Partner Program combined with its intelligent cloud management platform empowers delivery of customer-centric services and discovery of new revenue opportunities in the ever-changing and competitive IT industry.

WHY CENTILYTICS?

We are centered around aiding our partners in becoming the next-gen service providers of the market by establishing a full Go-To-Market strategy with them. Being a partner with us offers you a comprehensive set of benefits that includes:

SALES & MARKETING BENEFITS:

- Dedicated Partner Success Manager, who will work with you on every single opportunity from demonstrations, onboardings to closures.
- Assured Sales & Pre-Sales training courses will be provided, boosting your sales/customer acquisition engine.
- Marketing Collaterals will be shared covering all the product value offerings.
- Joint Campaigns like webinars, social media postings, newsletters etc. will be run exclusively with the partner.
- Option of co-branded/white-labeled console uniquely positioning your brand in the market.

TECHNICAL BENEFITS:

- Technical Architects will be provided to train you on every intricate feature of the console.
- Technical POCs, Support and Training for customer onboarding and management will be provided.
- Access to Customer Adoption Console providing you analytics on every single customer's likelihood to close.
- Extensive validation kit for AWS/Azure audits will be provided checking off the long list of service capabilities to be Audit ready.
- Product road-map updates will be communicated on a regular basis.
- Option of API Integration for uniquely positioning your tool/dashboard in the market.

FINANCIAL BENEFITS:

- Free POC Credits will be provided to allow customer trials & product demonstrations.
- Vouchers will be provided for completing online trainings.

BENEFITS OVER OTHER FREE TOOLS

GRANULAR COST VISIBILITY

- Hourly level cost analytics
- Resource ID level cost detailing
- Data Transfer/Bandwidth usage breakdown
- Tag/Resource Group based cost visibility

BETTER TAG MANAGEMENT

- Untagged/Tagged cost distribution
- Tagging convention setup
- Alerts on incorrect tagging
- Untagged/Tagged cost resource ID/Name Segregation

INVENTORY MANAGEMENT

- Real-time infrastructure monitoring
- Detailed understanding of resource and their connections with other infrastructure resources
- Real Time report download

4 STAGE COST OPTIMIZATION

- Wastage Tracker/ Cost Optimization best practices
- Alerts/Reports on Cost Optimization best practices
- Rightsizing of resources and downgrading on the basis of their CPU, Memory and Network Utilization
- Reservation Utilization Breakdown
- Detailed reservation recommendation on the basis of normalized hours

COMPLIANCE WISE SECURITY AND BEST PRACTICES

- Security practices covering PCI, GDPR, ISO, NIST, CIS, HIPAA, AWS Trusted Advisor, Azure Advisor compliances and best practices
- Alerts/Reports on the compliance and best practices recommendations

TAG BASED REPORTING

- Reports Dashboard
- Creating Scheduled Reports
- Each reports has a insight correspondingly
- Each report can be multi-filtered and has high level of customization

INTEGRATION WITH THIRD PARTY APPS

- Slack, O365 and G Suite integration in order to send receive alerts/reports
- Freshdesk, Zendesk and Freshservice Integration to leverage ITSM services

MULTI-TENANCY/CUSTOMER MANAGEMENT

- Single Sign-On Integration
- Create multiple users with customizable policies to restrict access
- Customer Management through tags and master access into account
- Tracking customer stickiness through adoption scores.

FEEDBACK/ REQUEST INTEGRATION

- Constant feedback session
- New feature training session
- Feature integration as per the feasibility of the request

WHITE- LABELING

- Utilizing the tool under your brand
- Customization of the domain with an interactive interface
- No external design modification needed

API INTEGRATION

- Customizing dashboard using our APIs
- Utilizing our set of API Documentation

ENTERPRISE SUPPORT

- Technical account manager assigned
- Training to your internal teams
- Pre-Sales/Sales team alignment in order attract more POCs