

Skylight 4X Partner Program

The Unmatched Partnership Experience

Easy – Flexible - Profitable

Why Skylight 4X Partner Program?

It's easy!

- Become a member in less than a week. With no certification tiers, you realize program benefits from day one! Additional discount incentives are triggered as soon as your investment and commitment to Accedian are met. Plus, easy to use and access world-class online tools support your business pace.

It's flexible!

- Enjoy a minimal set of requirements that fit your timeframes and particular partnering needs. Because our solutions are delivered both through CAPEX lifetime licenses and OPEX subscription-based offers starting with a one-month contract, 4X partners can shorten sales cycles and broaden their end-user customer reach.

It's profitable!

- Choose from a wide range of discount incentives that reward you from your very first project. Beyond performance visibility, our solutions and technologies provide additional revenue streams including auditing, consulting, set-up, troubleshooting, and change management. Our technology enables you with the best margins available in the NAPM industry!

4X Partner Program overview

The Accedian 4X Partner Program consists of four engagement tracks.

M4X 4X Champion MSP partners

Designed for managed and/or cloud service providers engaging through the Accedian SNAP 4X managed service creation methodology and leveraging our unique PVXaaS business model.

C4X 4X Champion partners

Designed for solution providers and system integrators with proven hunting and lead generation capabilities to feed a joint sales pipeline. Discount-dependent based on partner investment/commitment levels. Discount incentives triggered from the first deal registered through this program.

A4X 4X Authorized partners

Designed for Accedian resellers with one-off opportunities based on a short-term relationship.

4X Referral level

Designed for opportunity registration with referral-fee eligibility based on terms and conditions. Note that Accedian is the entity selling to the end-customer identified by the referring partner.

Are you ready to partner, and succeed?

Introducing the Accedian Skylight™ 4X Partner Program, where network and application performance monitoring drive profitable revenue streams and access to new customers. Where product excellence, proven expertise, and channel experience offer an unmatched partnership experience. “Easy, flexible, and profitable” are the guiding principles behind our innovative partner engagement model.

At Accedian, a global leader in network and application performance monitoring solutions, managed and cloud service providers, systems integrators, and resellers will benefit from a Skylight 4X Partner Program that delivers disruptive incentives for net new business, competitive discounts, lead generation-focused MDF, and world-class sales tools and training.

In addition to this benefits, managed and cloud service providers will enjoy our unique Snap 4X Managed Service.

How the 4X program works

The Skylight 4X Partner Program enables, rewards, and supports partners based on their specific business model and investment in Accedian and our technologies.

All new partners enter the program at the base Authorized level and are eligible to achieve Champion or Champion MSP status based on attainment of Skylight 4X Partner Program requirements. They become then eligible to receive specific benefits.

Benefits provide access to deal registration, market development funds focused on lead generation, free training and certification, one free Skylight lab license, as well as marketing tools and support. Each benefit is described in additional detail in the Accedian 4X Partner Program Guide.

Managed and Cloud Service Providers

Accedian is committed to assist our MSP and Ccloud service provider partners in building profitable NAPM managed services in a fast-start program called Skylight SNAP 4X. In just four weeks, the Accedian MSP team will support the MSP to create a unique managed services portfolio, leveraging Accedian products and services and delivering four workshops:



In four weeks, your NAPM-as-a-Service offer will be ready to be delivered to your market generating new recurring revenue streams.

4X Partner Programs and benefits summary

Benefits	A4X	C4X	M4X
	Authorized partner	Champion partner	Champion MSP partner
Partner portal access	Y	Y	Y
Deal registration eligibility	Y	Y	Y
MDF eligibility for lead generation	-	Y	Y
Co-branded collateral	-	Y	Y
Training credit units eligibility	-	Y	Y
Free web-based sales and pre-sales training	-	Y	Y
Free Skylight lab license	-	Y	Y
Free access to Skylight web demo	-	Y	Y
Requirements			
Joint business plan, quarterly reviews	-	Y	Y
Certified engineers	-	2	2
SNAP 4X MSP engagement MOU	-	-	Y
Reseller agreement	Simplified	Y	Y

Join the Skylight 4X Partner Program

Now's the perfect time to disrupt the NAPM market by making the Skylight 4X Partner Program an essential part of your business strategy. Apply now at accedian.com/become-a-partner!

"Accedian partners are essential in bringing our solutions to customers worldwide. The Skylight 4X Partner Program offers an unmatched partnership experience to help our partners grow their business and increase profits utilizing advanced engagement models. It has been uniquely designed and developed for managed services providers, cloud service providers, solution providers, and system integrators."

Sergio Bea
Accedian VP Global Enterprise and Channel Sales

About Accedian

Accedian is the leader in performance analytics and end user experience solutions, dedicated to providing our customers with the ability to assure their digital infrastructure, while helping them to unlock the full productivity of their users.

Learn more at accedian.com

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