

Acronis



PROGRAM BRIEF

Acronis #CyberFit Technology Partner Program



Let's make a mutual commitment to success

Service providers, IT teams and end users of all types depend on vendor expertise, skills and solutions to offer effective services, protect businesses and secure digital lives.

But in the world of IT and automation, too many siloed, disconnected platforms and technologies can lead to confusion, complexity and challenges for those trying to deploy, manage and **benefit** from these products.

Together, we can do better for our customers and partners.

By committing to work together, we can create integrated solutions that deliver on their value promise, their capabilities, and on the trust we build every day in our skills, technologies and brands.



Why partner with Acronis?

Whether you are an **independent software vendor (ISV)** with a complementary product or a **developer or integrator** customizing or connecting our platform with your tools, we're ready to work with you.

At Acronis, we ensure our platform is both extensible and accessible. We collaborate within and across the industry. And we work closely with our ecosystem — you — to be certain our collective platforms, products, data and toolsets integrate seamlessly.

Our Acronis **#CyberFit Technology Partner Program** provides a simple framework to:

- Ensure developers have the right tools, access and support needed for projects
- Assure our channel partners and customers that our integrations are certified and supported
- Enable ISVs to partner with Acronis on joint sales and marketing opportunities

Please join us in demonstrating our commitment to partner, customer and end user success by registering today.

Ready to engage?

With over 50 technology partners, Acronis integrated solutions are already in use by over 4,000 managed service providers (MSP) worldwide.

MSP benefit?

**Servicing up to 60% more
per technician!**



A lightweight, progressive program

Eligibility, requirements and benefits are intended to be a light lift and tightly connected — exactly what you need, without all the stuff you don't.

In each tier of the program, members gain access to additional technical and business benefits according to terms and conditions as described in our program agreement and our Program Guide.

At the first Registered tier, all members automatically gain access to our Acronis Developer Network community and its resources. However, members may always choose which, if any, benefits they wish to take advantage of.

3 levels, 3 steps



Step 1

Register. Get tools.
Build and test your solution.



Step 2

Apply during certification,
get approved, advertise.



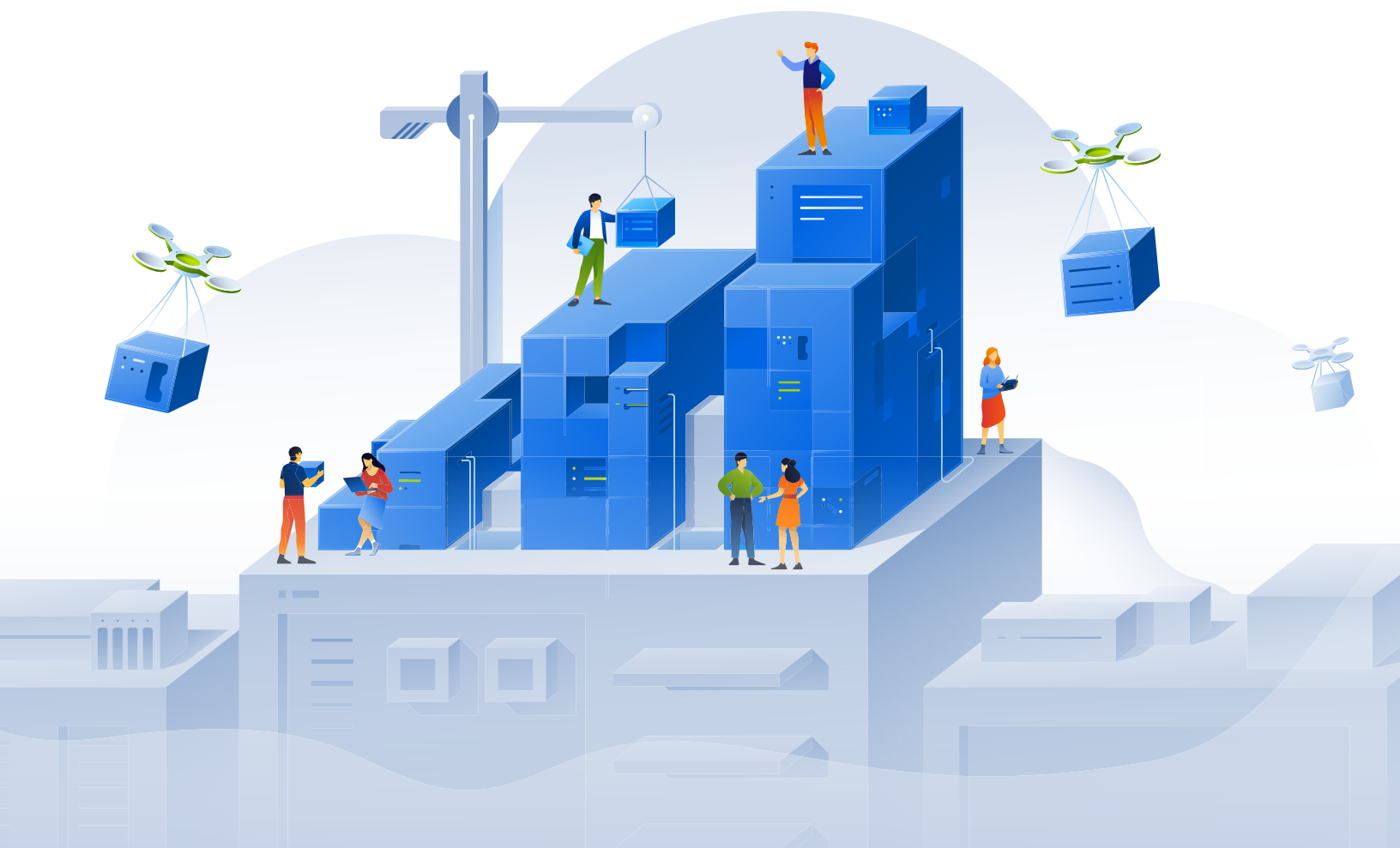
Step 3

Grow the business —
together with Acronis.

**Registered
developer**

**Connected
partner**

**Accelerated
alliance**



	Registered	Connected	Accelerated
ELIGIBILITY & REQUIREMENTS			
Program registration and membership	✓	✓	✓
Partnership application		✓	Invitation
Partnership agreement		Program agreement	Custom agreement
TECHNICAL BENEFITS			
Access to documentation and APIs / SDKs	✓	✓	✓
Sandbox / product dev / test environments	✓	✓	✓
Support forum access	✓	✓	✓
Joint solution architecture review for projects		✓	✓
Access to dedicated support team		✓	✓
Application certification		✓	✓
Mutual support statement and commitment		✓	✓
Roadmap insights			✓
BUSINESS BENEFITS			
Account management		Program Business Development Manager	Assigned Partner Account Manager
Bi-annual partnership meeting		✓	✓
Mutually-approved press release of partnership and certification		✓	✓
Reciprocal website listings		✓	✓
Joint solution brief on website listings		✓	✓
Joint solution presentation material		✓	✓
Ongoing joint partnership announcements and communications			✓
Co-brandable marketing materials			✓
Marketing campaign kits			✓
Mutual promotions			✓
Bespoke joint marketing and sales motions			✓
Access to marketing development funds			✓
Periodic business reviews			✓

Let's get started!

Our #Cyberfit Technology Partner Program provides the tools, resources and support needed to create and offer value-added solutions built upon or integrated with the Acronis Cyber Protect platform.

Visit our website at [Go.acronis.com/TechnologyPartner](https://go.acronis.com/TechnologyPartner) to get started today, or contact us for an introductory conversation at TechnologyPartnerProgram@acronis.com.