



BLËSK PARTNER GUIDE

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Program Overview

The blësk Partner Program is a 2-level program designed to help you create new opportunities to grow your business quicker and make it more profitable. As a reseller, your company gains exclusive access to resources that will help drive business for licenses and services, create new opportunities, increase profitability, and close deals faster.

A comprehensive blësk Partner Program provides your company with the tools you need to become a trusted advisor to customers and gain long-term competitive advantages in the monitoring market. If your customers are investing in monitoring, your customers need blësk.

Level of Partnership

Silver Level

Silver level resellers are authorized to resell blësk products, have access to the Partner Portal, and receive 5% discount when selling.

Silver resellers receive an additional 10% for approved deals through our deal registration process.

Silver level resellers are required to sell a minimum of 30K/year if they wish to preserve their partnership with blësk.

Gold Level

Gold level resellers are authorized to resell blësk products, have access to the Partner Portal, and receive 5% discount when selling.

Gold resellers receive an additional 20% for approved deals through our deal registration process.

To become a Gold level reseller, a partner has to sell 50K in 2 quarters. Gold level resellers are required to sell 100K/year. Gold resellers are also required to have 1 blësk Certified Technician (BCT).

Reseller Program

blësk views partners as an extension of our team, playing an integral role in our development and growth. blësk Software's business partners represent a diverse range of solutions, services, and locations. Benefit from our wealth of expertise developed as a leader in the industry since 2004. The program is designed to support your business growth, help generate new opportunities, increase profitability, and close deals more quickly. Becoming a reseller partner gives you access to:

- **Rock-Solid Monitoring**
A world-class monitoring suite so you can confidently offer a reliable network monitoring solution.
- **Dedicated Support**
A dedicated account manager to ensure you get the support you need when you need it.
- **Exclusive Offers**
Exclusive offers periodically.
- **Free Training**
Free partner education webinar and certification training programs.

Requirements

To be eligible for the advantage of our partner program you must meet the following requirements:

- ✓ You are ready to offer value-added network monitoring services based on blësk rock-solid infrastructure.
- ✓ You have a Web site, where you offer your services, as well as a verifiable company name, phone number and postal address (no PO boxes).
- ✓ You will provide first level technical support to your clients.
- ✓ You will provide billing and accounting support to your clients.