

# AvePoint® Partner Program

## Your SharePoint. Our Innovation.

AvePoint is a proven leader in delivering enterprise-class governance solutions for Microsoft SharePoint since the platform's inception in 2001. AvePoint is dedicated to solving customers' business challenges with its enterprise-class management platform for SharePoint governance, which includes modules for data protection, administration, compliance, migration, hybrid management, reporting, integration, and storage optimization.

With more than 1,000 employees in 19 offices worldwide, AvePoint's combination of innovative products, solid global presence, and vast global network of partners helps more than 8,000 enterprise customers achieve their business goals on SharePoint every day.

Join our vastly growing global network today. AvePoint offers partnership categories that address customer needs and leverage partner strengths, core competencies, and technology skills. Our program allows you to grow with us and reap rewards based on increased revenue and mutual commitments. Regardless of your expertise, your business will expand by aligning with AvePoint.

## AvePoint Partner Program Benefits

- **Expand Credibility & Solutions Portfolio** – Distinguish your company by deploying our enterprise class management platform for SharePoint governance, DocAve 6, and our end-to-end service and information management product, Governance Automation.
- **Increase Customer Satisfaction** – Ensure a more streamlined implementation of your customer's SharePoint deployment by leveraging best-of-breed AvePoint products as well as our live, global 24/7 customer support team.
- **Access to AvePoint's Exclusive Partner Portal** – Gain access to DocAve training videos, documentation, and our exclusive AvePoint Certification Exam training to ensure you are fully armed with the knowledge necessary to recommend, deploy, and configure AvePoint's solutions for SharePoint governance.
- **Co-Branded Partner Marketing Events** – Utilize AvePoint's 10 years of dedication to SharePoint innovation by hosting webinars, in-person events, and demonstrations that can provide qualified lead generation opportunities.
- **Earn Additional Revenue** – Partners receive generous discounts and commissions, and higher discounts are available for higher commitments. Free Not-For-Resale software licenses are available during customer evaluations.

## Partnership Categories

AvePoint has a diverse array of partnership opportunities to meet every business need. You can participate at any level, from global alliances to local industry-specific collaboration. You can rely on AvePoint to work closely with you and support you with marketing, sales, technical services, training, and certification opportunities.

- **Global Strategic Alliance**

Strategic Alliance Partners support the execution of AvePoint's initiatives worldwide. We mutually invest and deliver comprehensive solutions addressing the benefits of Microsoft SharePoint. You will work directly with a dedicated AvePoint Alliance Manager to develop comprehensive go-to-market strategies in order to generate revenue.

- **Channel Partners**

Channel Partners provide technical and service expertise that complements our software solutions. We provide the tools, resources, and support for our partners' unique business models and help them not just meet, but exceed their business goals.

- **Value Added Resellers (VAR)**

VARs resell our software and receive generous commissions. AvePoint has a three-tier offering based on commitment levels – Bronze, Silver, and Gold – with each level requiring additional commitment. Partners in our VAR program are assessed quarterly, and refreshed annual to receive benefits befitting of their program level.

- **Referral Program**

The AvePoint Sales Referral Program enables you to deliver AvePoint technology directly through AvePoint. You will be compensated a percentage of total license sales for your referral, and the customer will receive all the knowledge, resources, and technical expertise AvePoint has to offer.

- **Software Distributor Program**

The AvePoint Software Distributor Program delivers AvePoint software directly to your end-users, enabling organizations to purchase software through a pre-approved procurement method through your online purchasing systems. You will receive a discount for the resale of AvePoint products and services.

**For additional information or to join, please call (201) 793-1083 or email [partner@avepoint.com](mailto:partner@avepoint.com).**

## About AvePoint

AvePoint is a global technology company and proven software leader. Since its founding in 2001, AvePoint has become one of the world's largest providers of enterprise-class governance solutions for Microsoft SharePoint. Propelled by one of the world's largest SharePoint-exclusive research & development teams, AvePoint helps more than 8,000 customers – including many Fortune 500 companies and government agencies – meet their specific business objectives utilizing the SharePoint platform. AvePoint, Inc. is headquartered and maintains its principle engineering center in Jersey City, NJ, with wholly owned sales and engineering centers in the USA, Canada, Australia, United Kingdom, France, Germany, Japan, Singapore, and China. AvePoint is a Depth Managed Microsoft Gold Certified Portals and Collaboration Partner and Gold Certified ISV Partner as well as a US Government GSA provider via strategic partnerships.

**For more information please visit: [www.AvePoint.com](http://www.AvePoint.com)**

