



Partner Program Overview

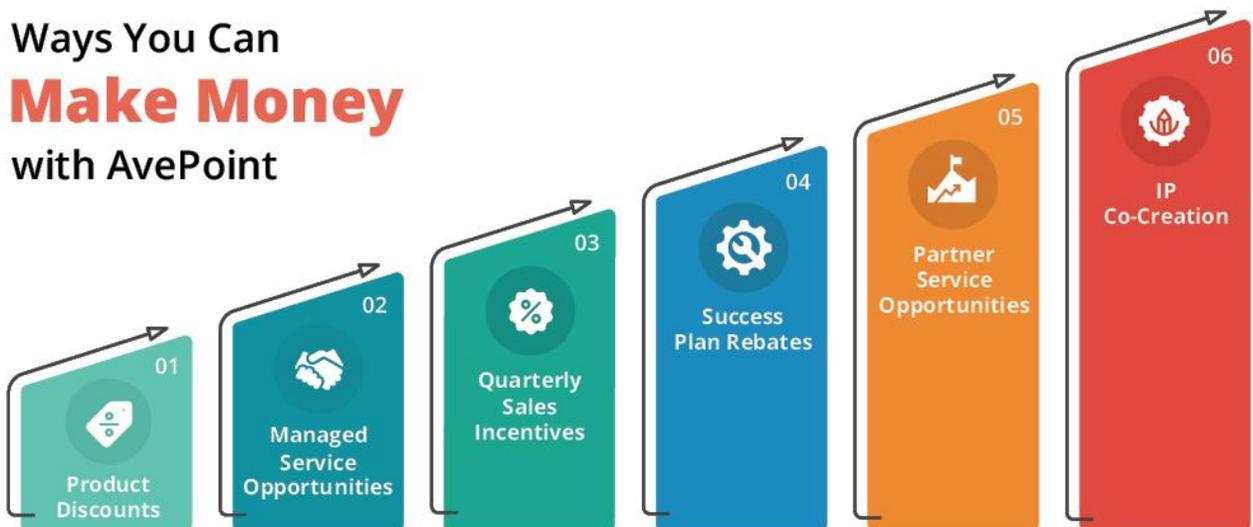
Engage a Multi-Billion Dollar Industry *Partner with AvePoint Today*

Our partner program was purpose-built for MSPs, VARs, System Integrators, & IP Co-Creators to support your business and produce real revenue opportunities with seamless adoption of our technology. Partners that work with us reap the benefits of having satisfied customers that provide a steady stream of revenue and who will continue to look to you for guidance, expertise, and technology.

AvePoint Partnership Benefits

While we provide healthy margins on resale, we know that today's partners don't operate on resale alone. The Program is designed to support the overall profitability of our partners by maximizing the full ecosystem economic opportunity. This includes:

Ways You Can **Make Money** with AvePoint



Why AvePoint?

AvePoint is a Global Top 5 Azure Co-Sell ISV leader dedicated to supporting MSPs, VARs, System Integrators, & IP Co-creators in expanding your Collaboration Security practices. We provide comprehensive coverage for Microsoft 365 with enterprise grade software in addition to data protection for Google Workspace, Dynamics 365, and Salesforce. Specifically designed for partners and their end-user customers to secure collaboration systems.



20+ Years in Business



Multiple Partner Awards



In-house Microsoft RD & MVP Expertise



~2000 Employees in ~30 Global Offices

AvePoint's Partner Program is tailored to meet the specific needs of today's diverse partner business models.



MSPs: Multi-tenancy platform with automated provisioning. Full solution resulting in recurring services and revenue opportunities.



VARs: Flexible purchasing options and solutions that solve your customers' pain points within collaboration security.



System Integrators: Unique solutions through a single vendor to address your customers' enterprise collaboration needs across a number of practice areas.



IP Co-Creators: Integrate our products or white label to create new lines of business revenue with tailored solutions.

Training & Enablement

We invest in partners to ensure their customers always have an exceptional experience.

Identify your "Better Together" Story with AvePoint with our Help



Register for your certification courses across our Business & Technical Tracks



Take advantage of On-Demand Training & Live Training Sessions

* How to Join

Ready to take your Customers to the next Level? Join Today!

1. Go to partners.avepoint.com & Click "Apply"
2. We'll reach out within two business day to take our partnership to new heights!

Partner Benefits

Three uniquely designed benefit plans tailored to your business and needs.

	Authorized Partner	Managed Partner	Invested Partner	
TECHNICAL	24x7x365 Live Partner Support	✓	✓	✓
	Partner Portal Access	✓	✓	✓
	Sales Resources	✓	✓	✓
	NFR License Access	✓	✓	✓
	Solution Certifications	✓	✓	✓
	Dedicated Enablement Support			✓
	Advanced Services Training			✓
SALES	Deal Reg Protectio	✓	✓	✓
	Global Co-Sell Support		✓	✓
	Sales Rebate Eligibility		✓	✓
	Success Planning			✓
	Business Investment Funds			✓
MARKETING	GTM Kits & Sales Resources	✓	✓	✓
	Co-Marketing Opportunities		✓	✓
	Business Investment Funds			✓
	Lead Sharing			✓
	IP Co-Creation			✓

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