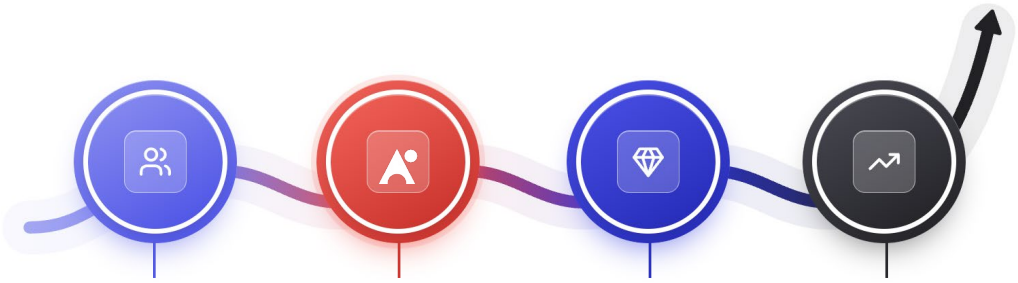
AvePoint | THE AI TRUST COMPANY

Partnering with AvePoint

Build AI Services Customers Trust

Partner with AvePoint to build recurring services, scale delivery, increase profitability, and create lasting customer value.

HOW THE PARTNERSHIP CREATIES GROWTH



Your Expertise
- Customer relationships
- Industry knowledge
- Services and delivery

AvePoint
- Trusted technology
- Partner enablement
- Go-to-market support

Customer Value
- Stronger outcomes
- Greater efficiency
- Lasting relationships

Growth
- New opportunities
- Recurring revenue
- Increased Margins

One Partnership. More Ways to Grow.

MSPs
Build recurring backup, governance, security and AI services.

Systems Integrators
Lead AI readiness, governance and transformation programs.

Resellers
Grow deals with security, data protection and optimization services.

Distributors
Scale partner ecosystems through enablement and go-to-market support.

Built For What Matters

The services you can deliver, run, and scale with AvePoint.

RESILIENCE | GOVERNANCE | SECURITY | AI READINESS | MULTITENANT DELIVERY

Partnering with AvePoint

AvePoint, aside from innovation, values the partner relationship. You are always listening and hearing what we, as the MSP, want to do, want to see within the platform, so that makes it easy to work with AvePoint.

STEVENS DEMORCY | EVP, RESEARCH & DEVELOPMENT, THRIVE

Grow More with Every Opportunity

Build stronger margins and recurring revenue from every customer opportunity.

- **Product Discounts:** Unlock stronger margins as your business grows.
- **Recurring Services:** Build revenue across backup, migration, governance, security, and AI.
- **Renewals & Expansion:** Grow predictable revenue through renewals and expanded services.
- **Partner-To-Partner:** Extend your reach and capabilities through co-delivery.

From First Deal to Lasting Growth

Turn customer opportunities into scalable, recurring services.

- **Engage:** Build pipeline with campaigns, co-sell support, and joint planning.
- **Deliver:** Deliver with confidence through training, expertise, and support.
- **Run:** Create recurring customer value with ongoing services and 24/7 support.
- **Scale:** Expand across customers, workloads, and services to grow recurring revenue.

HOW TO BECOME A PARTNER

01 **Apply**
Join the AvePoint Partner Program.

02 **Get enabled**
Access training, certifications and specializations.

03 **Go to market**
Launch with campaigns, co-sell support and co-investment opportunities.

See what's possible

Scan to explore the demo

AvePoint

Visit AvePoint.com to learn more.

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