Why partner with NComputing

With over 50,000 customers and 20 million daily users in 140 countries, NComputing is the largest independent and fastest growing thin client vendor in the world. With our innovative technologies and unsurpassed price and performance, we are changing the rules of the game. NComputing provides the most economical computing solution to schools and small businesses, plugs into existing Enterprise deployments, provides secure access to information in hospitals, and withstands extreme conditions in factories.

By offering breakthrough performance at disruptive price points,NComputing's desktop virtualization products and solutions redefine the economics of computing. Our solutions give you the unique opportunity to present something different to your customers looking to take advantage of the benefits of desktop virtualization. NComputing gives you the power to disrupt the economics of acquiring powerful computing with high performance, low cost solutions. You now have the power to simplify desktop virtualization deployments and the ongoing management with a right-sized solution.

NComputing also gives you the power to be a hero. You can empower underserved users and understaffed IT departments with a solution that makes sense for them today and in the future. Partnering with NComputing provides you with a proven set of offerings on which to base your desktop virtualization practice.

Customer satisfaction

By demonstrating to customers how they can slash their PC acquisition and maintenance costs, you will continue to be in a unique position as a trusted advisor – guiding your customers on how they should redirect and invest these savings to meet their key stakeholders' requirements.

Incremental revenue

As you advise your customers on how to optimize their IT budgets through redirecting their savings on PC acquisition & maintenance costs, you'll be well positioned to increase your attach rate of complementary networking, storage, security, business applications solutions and professional services.

Maximize profitability

With award-winning products, a straight forward program and competitive margins and discounts, increased profitability is yours! More importantly, we empower you to deliver a full desktop virtualization solution to your customers – liberating their budget to be utilized for aspects of their IT infrastructure solution that are more profitable to you.

"**Straightforward** solutions such as NComputing's portfolio have good applicability to market segments where low cost and ease of deployment are prime requirements…"

Analyst Firm IDC

Silver, Gold and Platinum partner level summary

Whether you are a value added reseller, distributor, system integrator or potential alliance partner, the NComputing Partner Network provides dedicated resources and expertise to help you succeed and thrive in the desktop virtualization market, helping to change the way the world embraces computing.

NComputing has been selected as a **CRN 100 Virtualization Vendor**, a who's who list of the leading virtualization vendors. This annual list, researched and finalized by a renowned channel industry peer group, **recognizes** the most **innovative and forward-thinking vendors** in the virtualization market.

NComputing has been named to the **Red Herring Top 100 Americas**. The award acknowledges the company's successful **technology innovation**, **execution strategy** and **market impact** in desktop virtualization.

LEVEL	BENEFITS	REQUIREMENTS
SILVER	• Authorization to resell NComputing products • Use of NComputing name and logo • Base Program Discounts • Access to the NComputing partner portal & "The NCrowd" community forum • Web-based sales and technical training	• Execute the NComputing Partner Agreement • Place NComputing logo on company website • Assign a primary contact • Complete online registration for partner portal and complete portal overview training
GOLD	• All Silver benefits apply (see Silver Benefits) • Use of NComputing Gold Partner logo • Named Partner Account Manager • Regional field support • Deal registration • Logo and linkage from NComputing.com • Web-based or On-site sales and technical training (as appropriate) • Access to NComputing Evaluation units • Exclusive promotions • Access to market development funds (MDF) • Additional marketing participation and support: qualified sales leads, events, email marketing, telemarketing, direct marketing, PR and social media.	• Complete Silver Requirements • Bi-annual business planning • Regular sales reporting & Quarterly forecast reviews • NComputing listing on partner website • Sales, technical and post-sales support training and certification • Assigned technical contact • Ability to demonstrate NComputing offerings • Aligned resources from executive level to alliances, sales, technical, marketing and support • Joint Customer References
PLATINUM	• All Gold benefits apply (see Gold Benefits) • Executive sponsor • Dedicated Partner Account Manager • Use of NComputing Platinum Partner logo • Partner logo and description listed on NComputing.com • Joint customer references, press releases, events • Highest level of margin on offerings • Access to the highest level of MDF • Access to pre-release NDA & product launch announcements • Participate in annual NComputing Partner Summit • Support renewal discounts	In addition to the requirements listed for Gold and Silver Partners, Platinum partners will be required to provide: • Quarterly business planning • Regular sales reporting & Monthly forecast reviews • Replication lab (for post-sales support)

Join the NComputing Partner Network

Visit www.ncomputing.com/becomeapartner and fill out the application to become a Reseller Partner or Distributor. An NComputing representative will be in touch following the submission of your application to solidify the partnership.