



Nectar Solutions Provider Partner Program

We aim to be your best, most trusted partner

Nectar's Partner Program is designed to drive growth and profitability for your company. Making Nectar's award-winning suite of software solutions part of your managed service offerings will enable you to compete and differentiate yourself on value created for your customers.

Our Partner Program provides you an overall experience that is easy to consume and has the flexibility to expand as both you, and we, continue to grow. Our focus is on building new revenue streams for you, adding value for our joint customers and investing in resources to make you successful. We want this program to reach beyond your expectations. Our success is your success, and we don't take that for granted.



Together, we can:

- Collaborate to win
- Increase trust
- Grow new business
- Drive revenue
- Invest in partner resources

Welcome to The Hive

Nectar's Partner Program not only offers fantastic new business opportunities, we provide the necessary sales, marketing and technical support and resources to further aid in your company's success. Two integral components of Nectar's partner enablement strategy are Nectar's Partner Hive and NecTECH Training.

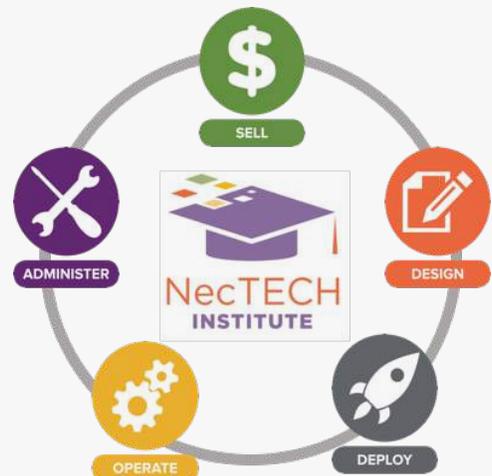


Learn. Collaborate. Sell.

The innovative Nectar Partner Hive is a library of tools and resources that will simplify your ability to obtain and share information - across any device, anywhere - to speed the close of every sale. Whether you're at your desk or in a meeting with a customer, the Nectar Partner Hive delivers the right content and news at the right time so that you can focus on selling.

Nectar's NecTECH Training

Nectar's NecTECH Training provides a comprehensive curriculum of self-paced and instructor-led training to ensure your employees have the complete knowledge and tools to successfully sell, design, deploy, operate and administer Nectar's suite of UC Network monitoring and performance management software solutions.



Benefits at a Glance

Nectar has defined four different partner tiers from Growth and Authorized up to Gold and Platinum. Each tier has distinct benefits based on your company’s investment in Nectar. You can see that all partners benefit from the resources we provide, and the program is flexible to give you access to more support and benefits as your business grows.

Partner Tier Benefits <i>Volume and Deal Registration Discount varies by tier</i>	 Growth	 Authorized	 Gold	 Platinum
Assigned Partner Success Team	✓	✓	✓	✓
Nectar Executive Sponsor				✓
Role-based training	✓	✓	✓	✓
Access to Nectar Leads			✓	✓
Not for resale / internal use licenses			✓	✓
Access to Nectar briefings, newsletters, webinars	✓	✓	✓	✓
Access to Nectar partner portal	✓	✓	✓	✓
Invitation to Partner Advisory Council			✓	✓
Partner Directory Listing	✓	✓	✓	✓
Partner Event Support			✓	✓
Advanced Beta Access			✓	✓

Get Started

Become a Partner Today

To begin making Nectar's Unified Communications Management Platform (UCMP) a growth engine for your company, apply to the Nectar Partner Program by visiting the Online Partner Program Application at <https://www.nectarcorp.com/partners/partner-application/>.

Together, we can further develop your business, transform maintenance to managed services and empower you to meet the business needs of your customers. Become a partner today. Nectar – Because Every Conversation Matters.



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