

PARTNER WITH FACTION

Start carving your niche in the cloud marketplace today. Choose the Faction Partnership Level that best supports your unique needs and cloud goals.

Faction's cloud serves as the backbone of many of today's largest service providers. As a Faction Partner, you can tap into that ecosystem and make it yours. We'll back you up with the training, support, sales and marketing resources you need to succeed.

FAST-TRACK OPPORTUNITIES IN THE CLOUD

Enter the highly profitable cloud marketplace, build cloud services portfolios, and develop recurring revenue streams in days, not months. Without any capital expenditure, you and your customers have instant access to low-latency cloud nodes spanning the United States and Europe. Our cloud infrastructure contains tens of thousands of virtual machines and multiple petabytes of storage - ready to support your customers' most demanding production, disaster recovery, backup and storage workloads.

CHOOSE THE IDEAL PARTNERSHIP LEVEL

Choose the partnership level that best supports your cloud revenue goals and business objectives. Whichever level you choose, we've got you covered with 100% channel-focused support and industry-leading profit margins.

Agent. Our Agent Program rewards you for referring qualified business opportunities. No quotas and no investment. Register your leads and we take it from there; you'll earn monthly commission payments based upon revenues received.

Reseller. Enhance your line card - and your revenues - as a Faction Reseller. From a business development and sales support to solutions engineering, we're with you every step of the way as you build your cloud practice. You set your own customer prices and manage your margins. We take care of ongoing end user operational support so you can focus on selling.

White Label. Become a cloud provider and develop your own cloud-enabled products - our cloud infrastructure is now your cloud infrastructure. As a Faction White Label Program Partner, you control the sales cycle beginning-to-end and provide ongoing operational support and managed services. Faction works behind the scenes; our Tier 2-3 operations support, our business development, pre-sales solutions engineers, and inside sales personnel become an extension of your team, helping you identify opportunities and close complex dealson selling.

WHY FACTION?

- » We never compete for end-user business. Period.
- » A cutting-edge, enterprise-class global cloud infrastructure, at your disposal.
- » 24-7 customer support and 100% availability SLA's.
- » Incredibly simple cloud network deployment thanks to Faction's patent-pending layer 2 topology.
- » Dedicated network connections - from partner or customer premise to Faction cloud infrastructure - improve security, redundancy, and reliability for business-critical applications.

100PERCENT

FACTION IS THE ONLY 100% CHANNEL FOCUSED CLOUD INFRASTRUCTURE PROVIDER IN THE INDUSTRY. OUR SUCCESS DEPENDS ENTIRELY UPON THE SUCCESS OF PARTNERS LIKE YOU.

PARTNER WITH FACTION

Faction is the **only** provider with patented private Layer 2 cloud access using your existing carrier. Faction customers bring their network 'as is' without investing in re-designs of VLANs, VPNs, IP schemas and topologies.



PARTNERSHIP LEVELS AT A GLANCE

	AGENT	RESELLER	WHITE LABEL
Access to Faction product collateral and training resources	●	●	●
Access to Faction marketing resources, co-op funds, and sales enablement tools		●	●
Build cloud-enabled services atop Faction's cloud infrastructure			●
Set up end user pricing		●	●
Set end user terms, conditions, and SLA's			●
Tier 1, 2, and 3 Support	Faction performs at all levels of end user support.	Faction performs at all levels of end user support.	The partner provides Tier 1 support to its end users; Faction provides Tier 2 and 3 support to the partner.
Margin/Commission	Sliding scale based upon sales volume.	Discounts off MSRP based upon partner tier and participation level.	Cost-plus pricing model for total product pricing autonomy.
	The Faction Agent program minimizes investment of partners looking to expand their cloud portfolio by passing long qualified cloud deals.	The Faction Reseller Program is ideal for those businesses committed to selling cloud, but without the investment of managed services and 24/7 operational resources.	Faction White Label Partners are ready to manage and support their own cloud practice, with managed services, operational support, and dedicated cloud sales teams.

OUR PARTNERS



FACTIONINC.COM
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