



By 2020, more
than 90% of
enterprises will
use multiple
cloud services
and platforms.

**Get ready
with Enzu,
your partner
in cloud.**

Enzu Partner Program

Empowering Your Success

New IT delivery models continue to drive business transformation as enterprises increasingly adopt outsourced IT infrastructures to launch new products, expand their global footprints and safeguard their critical business assets. Whether you're a VAR, MSP or telecom agent, this "as-a-service" movement is a opportunity to expand your portfolio — and your revenue streams — by serving as a trusted IT infrastructure expert.

Your success is dependent on aligning with a "born in the cloud" service provider — one that has the insights, resources and acumen to uncover opportunities, customize solutions and accelerate your time to success.

GET TO KNOW ENZU

Enzu empowers your success by assisting your clients in making informed choices about IT infrastructure solutions that will solve challenges and drive results for their businesses. We do this by customizing solutions to meet your clients' needs, automating functions to reduce complexity, and operating leanly to keep costs low and rates competitive.

Our services portfolio includes:



Bare Metal Cloud Servers



Private/Hybrid Cloud



Colocation



Managed Services



Network Services



Disaster Recovery



ASK US
ABOUT



Select the compute, storage, networking and applications you need. **Your cloud, your way!**

Enzu Delivers!



Cloud Expertise

Our experienced cloud solution advisers can help you architect the best cloud for your current and future needs including hybrid and multi-cloud environments.



Global Footprint

Enterprise solutions in SSAE16 data centers on six continents boost performance and accessibility.



Always-on Connectivity

With Internet capacity that exceeds 1Tbps, we provide more connections to more carriers, ensuring the highest speeds and lowest latencies to every market.



Managed Services

We offer turnkey, fully managed hosting solutions for your software on custom, optimized cloud platforms.



Industry-leading SLAs

We operate redundancy-driven solutions with the tightest SLAs in the business— 100% uptime on power, network and cooling with n+1 infrastructure.



Built-In Compliance

Our solutions are engineered to meet stringent audit and compliance requirements for HIPAA, SAS70/SSAE16, PCI and more.



No Hidden Costs

We offer transparent pricing for our services, so as you scale your IT infrastructure, there are no surprises!



All This & More!

What You Need to Succeed

The Enzu Partner Program is uniquely designed to bring results to our independent sales partners. We not only supply innovative, high-margin solutions, we work with you to ensure you have the resources and expertise you need to succeed.

OUR PROGRAM ENABLES YOU TO:

- Create recurring services revenue without incurring startup costs.
- Expand your solutions portfolio by adding a managed IT infrastructure services practice with little or no capital investment.
- Enhance your client relationships by serving as a trusted adviser in outsourced IT infrastructure.
- Take advantage of Enzu's industry experts for business advice, growth plans and hands-on support.

PROGRAM HIGHLIGHTS

- **Evergreen Monthly Recurring Revenue**
Earn competitive monthly recurring commissions for as long as your client is our customer.
- **Sales Training**
Learn to easily identify opportunities with our complimentary product and sales training.
- **Deal Registration**
Log and monitor the status of your sales opportunities in our online Partner Portal.
- **Solutions Engineering**
Engage our solutions specialists to architect custom solutions for your clients, helping you close high-value opportunities.
- **Commissions Tracking**
Track your success through monthly commission reports in our online Partner Portal.
- **24/7/365 Customer Support**
Reach our solutions specialists anytime to answer questions or resolve issues for your clients.

If You've Gotta "Get" Cloud, You've Gotta Get Enzu!



GET STARTED TODAY

Contact us at partners@enzu.com
or 877.378.3769



www.enzu.com