



SEP Partner Program

Working together for joint goals

SEP Partner Program



Decide on a partnership with SEP AG

We offer 3 partner levels - your SEP sesam product know-how, your capacities and your targets determine your way through the SEP partner program.



Reselling SEP sesam starts with your registration, without any cost. With a first qualification you step into the SEP Partner Program and benefit from active support.

SEP Partner Programm



Many steps are necessary to fit customer requirements for a perfect data availability solution.

We work exclusively with partners to realize the planning, the coordination and implementation of SEP software products. Only through our partner network customers can purchase SEP licenses and services.

This is why we attach great importance to qualify new resellers who are keen to extend their portfolio with SEP sesam solutions and we encourage them to join our partner program.

The first step to resell SEP sesam licenses is always the registration to the SEP Partner Lounge.

Registered resellers have immediate access to all current partner information and are authorized to purchase our products and services through our distribution partners where available or otherwise directly.

Only with a few steps - attending our First Step Sales and Tech trainings and linking SEP on your home page - resellers become SEP Qualified Partners and receive all related benefits.

The partner levels Certified or Gold require in-depths technical qualifications and a minimum yearly revenue. Partner discounts are graduated according to the partner status.

No matter what level of partnership: as an SEP Partner, you benefit from the advantages of our Partner Program!



SEP Partner Program



Benefits	Qualified	Certified	Gold
Access to SEP Partner Lounge	yes	yes	yes
Status Certificate	on demand	yes	yes
Presentation on sep.de partner listing	yes	yes	yes
Supply of licenses	Distribution*	Distribution*	Multi-Channel
Discount on perpetual licenses (classic, volume)	25%	30%	35%
Discount on subscription	20%	25%	30%
Discount on maintenance renewals	10%	20%	20%
Discount on services	10%	10%	10%
Not For Resale (NFR) licenses	1	2	5
Not For Resale (NFR) validity period	6 months	12 months	24 months
Free partner support for NFR environment	Mo-Fr, 9am-5pm (CET)	Mo-Fr, 9am-5pm (CET)	Mo-Fr, 9am-5pm (CET)
Reduced training fees	40%	40%	40%
Partner support	Inside Sales	Partner Manager	Partner Manager
Provision of leads	-	when available	preferred
Marketing support	-	yes	yes

*where available

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Requirements	Qualified	Certified	Gold
Registration	yes	yes	yes
SEP presentation and linking on partner website	yes	yes	yes
Minimum purchase volume	no minimum	10K Euro per 4 quarters	50K Euro per 4 quarters
SEP Sales First Step training (online or classroom)	yes	yes	yes
SEP Tech First Step training (online or classroom)	yes	yes	yes
SEP sesam Basic Administrator (SBA) participation	-	yes	yes
SEP sesam Certified Administrator (SCA) certification	-	-	yes
SEP sesam Certified Engineer (SCE)	-	-	optional
Product reference or success story	-	1	2
Annual sales expert meeting	-	yes	-
Annual sales strategy planning	-	-	yes

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In the framework of the partner program SEP offers you multiple sales and technical materials to support our partners. More information is available in the **SEP Partner Lounge** www.sep.de/partnerlounge

Examples:

- Deal registration and project support options
 - Telcos
 - Webinars with SEP sesam live-demos
 - Pre-Sales
 - Proof of concepts
- Checklist and quotation support
- Marketing support
- Presentations and competitive studies
 - CommVault <-> SEP sesam
 - Backup Exec <-> SEP sesam

Simply ask the SEP Sales Team at sales@sep.de!