

CloudHealth Cloud Business Accelerator Program

PROGRAM OVERVIEW

The *CloudHealth Cloud Business Accelerator Program* is designed for MSPs, SIs and VARs to extend their service portfolio, boost profitability and differentiate their offerings through superior cloud management services.

As cloud usage grows and environments become increasingly complex, keeping pace with the rate of change in this market can often seem impossible. MSPs ease this burden by playing a critical role in helping to properly manage and scale a cloud program.

Combined with the CloudHealth Partner Platform, the *Cloud Business Accelerator Program* puts you on a path to success, equipping you with the resources to improve efficiency, monetize your public cloud business and increase margins.

The power of the CloudHealth platform will enable you to manage multiple customer accounts with many services in one console and automate the provisioning of client statements. It provides the ability to isolate customer usage and cost for your internal reporting needs and set unique pricing, while giving branded access to the platform as a value-added service to your customers.

STAY CONNECTED!

- *Fast Track to Success enablement and update calls*
- *Partner Newsletter*
- *Social*



The Cloud Business Accelerator Program offers a comprehensive set of benefits which includes full support for onboarding, technical setup and review, service package design, training, go-to-market support and sales enablement for your team. The program offers a standard set of benefits with additional add-ons upon successful completion of certification.

As a CloudHealth Technologies partner, you gain access to a team of experts dedicated to driving your success. The program is committed to helping partners become next-gen service providers by advancing their offerings and business. Partners are provided with recommendations and best practices for packaging and selling cloud managed services, powered by CloudHealth. Examples include tiered offerings with features such as rightsizing and Reserved Instance management. There's also templates for add-on services such as health checks.

Additionally, CloudHealth helps partners pass various industry audits, such as the AWS MSP validation, by demonstrating capabilities across several mandatory requirements and drive bonus points for many non-mandatory services and capabilities.

PROGRAM BENEFITS

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WELCOME/ ONBOARDING KIT

Executive welcome and quick start guide for success in the first 30-60-90 days and beyond.

TECHNICAL ACCOUNT MANAGER

Primary technical point of contact for onboarding, technical setup, service offer design, and best practices.

CHANNEL ACCOUNT MANAGER

Primary sales point of contact for onboarding, sales training, field alignment, and account mapping.

SERVICE OFFERINGS

Recommendations and best practices for packaging and selling managed services powered by CloudHealth.

CLOUDHEALTH ACADEMY TRAINING COURSE CATALOG

Customized training plan that includes a range of topics and can be delivered in multiple formats such as self-paced learning, live webinar, virtual instructor-led, onsite training, and partner bootcamps.

CLOUDHEALTH CERTIFICATION

Ensure broad knowledge of the CloudHealth platform with best practices to optimize cloud infrastructures. Pass the exam to become a “CloudHealth Platform Administrator Certified Associate” to receive certification and digital badge.

PARTNER MARKETING OPTIONS

Full set of co-marketing activities ranging from press and social media, campaign development, webinars, and live events.

PARTNER PORTAL

Central location for sales tools and co-brandable campaign collateral, onboarding/training, lead/deal status tracking, and campaign fund requests.

PARTNER LOCATOR

Online prospect/customer tool to understand a partner’s value, capabilities, and how to contact.

ADDITIONAL PROGRAM BENEFITS

Partners that have achieved CloudHealth Certification are eligible for additional benefits. Each partner company must have a minimum of two CloudHealth certified professionals to qualify.

LEAD SHARING

CHT will share leads and renewal opportunities on a rotating basis to facilitate sales development with our partners.

CAMPAIGN DEVELOPMENT FUNDS (CDF)

Prioritized funds to accelerate execution of enablement and demand-gen programs (note: CDF is a proposal-based system).

JOINT PARTNER PAGE

Featured on CloudHealthTech.com’s partner locator with value prop messaging, capabilities, and assets.

ADVISORY BOARD

Participation in the CloudHealth Partner Advisory Board to understand the latest industry trends, service offering best practices, and influence the product roadmap and program evolution.