



## The Benefits of Enterprise IaaS

### Market Dynamics

- Rising cost of energy, real estate
- Security Threats
- Compliance requirements
- Speed of deployment

### Opportunity

- Reduce CAPEX
- Focus on core competencies
- Faster time to market
- Leverage expertise

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### Why Partners Joined Savvis



### Find a Partner



## Top 10 Reasons to Participate:

1. Expand
2. Widen your portfolio
3. Establish
4. Ease of doing business
5. Select
6. Access
7. Benefit
8. Gain competitive advantage
9. Connect
10. Leverage

### SAVVIS ALLIANCES PROGRAM

#### Program Overview

Partners are part of our core growth strategy: delivering enterprise IT infrastructure services while bringing industry knowledge, system integration and/or technology expertise to clients.

#### Resources for Partners

Go to market faster using Savvis portfolio of marketing tools.

#### Membership Level

Determine what membership level is right for your business.

#### How to Engage

Joining our partner program is painless, fast and rewarding.

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Program Overview



**Savvis Alliances Program**

Partners are part of our core growth strategy: delivering enterprise IT infrastructure services while bringing industry knowledge, system integration and/or technology expertise to clients.

**Our Philosophy**

- Partners are vital to Savvis' business model and are an extension of our family.
- Our business relationship is based on collaboration and expertise sharing.
- Savvis invests in its partners' success and aims to deliver an agile and pain-free business experience.

**Our Promise**

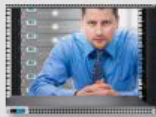
Clients are looking for solutions and services rather than standalone products. They want a long-term relationship rather than a one-time transaction. Through our collaborative strengths, we establish that business partnership with clients, ensuring a long-term relationship.

**Value**

Our partner program provides a strong foundation of support and collaboration that fosters unparalleled value and mutual business success for our clients.



Innovative service delivery models  
Expertise more than 2,500 companies running on Savvis  
Access to wealth of resources



Partner community  
Branding  
Best practices



New, high-value recurring revenue  
Accelerated time-to-value/time-to-revenue  
Increased incentives based on program level

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Membership Levels

# Membership Levels

- Partners who invest more in their Savvis relationship can receive higher-value benefits and resources.
- Strategic partners need to be Savvis certified and have dedicated technical personnel on board.
- There is no fee to participate in our program.
- Partners should be able to accurately articulate Savvis solutions offering to their customers.

	STRATEGIC	PREFERRED	AFFILIATE
<b>Financial Model (\$)</b>	Margin based on investment	Wholesale pricing	One-time payment
<b>Signed NDA</b>	✓	✓	✓
<b>Signed Agreement</b>	✓	✓	✓
<b>Branding</b>	Partner	Partner/Savvis	Partner/Savvis
<b>Mktg/sale Enablement</b>	Customized	Self Service	Self Service
<b>Partner offers level 1 Support</b>	✓	Limited	✗
<b>Trained Staff</b>	✓	✓	✓
<b>Automated Order Mgt</b>	✓	✗	✗
<b>Commitment to resell</b>	✓	✓	✓

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How to Engage

[How to Engage](#)

[Quotes from Partners](#)



**Build a Partner Profile**

Through your profile, you tell us who you are and what you are interested in so we can deliver the support you want.

- Fill out a [Partner Profile Form](#)

**Establish a Business Relationship**

- Mutual NDA in place  
[NDA Mutual Reseller 2011.pdf](#) -79kb
- Sign an alliance agreement with Savvis
- Sign Partner Code of Conduct  
[SAVVIS Code of Conduct.pdf](#) - 190kb
- Quote from senior management for PR and marketing purposes

**Tour the Partner Portal and Access Partner Central**

- Tap into [Savvis Partner Resources](#)
- Browse our tutorials and courses
- Download branding elements
- Sign up for partner-specific programs and events

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