opsi partner program

Fundamentals

uib gmbh provides with opsi a powerful and reasonable priced open source system management tool, which the partner can use to provide solutions to his customers. These solutions can be based on opsi or integrate opsi components..

Levels of partnership

within the opsi partner program there are three levels of partnership:

1. opsi Community Partner

2. opsi Certified Partner

3. opsi Technology Partner

	Community Partner	Certified Partner	Technology Partner
partner agreement in written form	required	required	required
attended opsi training	not mandatory	one person minimum	not mandatory
support contract	not mandatory	required	not mandatory
joint development	not mandatory	not mandatory	required

Qualification

Community Partner:

- Contracting the partner agreement

Certified Partner:

- Contracting the partner agreement

- Certification of at least one staff member as an opsi specialist, who is available for the customers opsi projects. The certification is granted

by uib gmbh for attending workshops or other suitable evidence of qualification.

- Third level support contract with uib gmbh to provide the technical background of the partner.

Technology Partner:

- Contracting the partner agreement

- Intensive technical cooperation with uib gmbh, to integrate opsi with another product.

Outline of services:

	Community Partner	Certified Partner	Technology Partner
entitled to use the opsi trademark and logo	yes	yes	yes
partner discount for support contracts according to the partner price list	yes	yes	yes
access to new developed opsi components, which are not yet released as open source	no	yes	yes
Lead protection	no	yes	no
Lead forward by uib	no	yes	no