



Partner & Grow with  
**vembu**

## Become the trusted distributor of your region by partnering with Vembu

### Vembu presents a personalized and profitable program for distributors who wish to increase their market share in their region

As a distributor, you might be operating in a highly competitive marketplace. While offering lower priced softwares is a good option to remain competitive, such strategy might not come handy every time. Hence it is important to offer a reliable solution which is not only affordable than its counterparts but also comprehensive enough to cater to all requirements of a data center. When it comes to Backup & Disaster Recovery Market, Vembu offers one of the most trusted and affordable solutions available and has already benefitted 4000+ partners and 60,000+ businesses.

### Top 10 reasons to join as a distributor in Vembu AcePartner Program

- The Vembu AcePartner program is an 'one of its kind' program with more focus on the partners delivering exceptional business value, diversity and treating all partners equally
- Vembu has an all-in-one backup solution which caters to multiple environments thus modernising your data protection without the complexity of multiple point products thereby helping you to reach out to your customers for various requirements
- Deliver value to your customers, offering comprehensive data protection, whilst enjoying the benefits of one of the most rewarding programs available.
- As a partner, you are an important component of Vembu's strategy in every market. Hence there will be no hidden agenda and complete support when it comes to your region
- The program is carefully designed to reduce implementation risks, add more value to your business and take advantage of the already proven methods which is hassle-free and value-driven
- Your region's customer belongs to you with additional support from Vembu to close deals quickly
- Benefit from specialized discounts for distributors and also make profits through various discounts like volume rebate, pre-purchase discounts, competition acquiring and so on
- A solution which is in constant updation, keeping in mind the recent trends and your customer's changing requirements
- Start with no investments & minimum requirements and get profited by one of the most comprehensive and profit-friendly program for partners
- The partner portal access helps you to manage Resellers, VARs, Service Providers and Customers through a single console



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## Additional benefits of signing up for Vembu AcePartner Program

- Sharing of leads of your region directly to you
- Product trial for each customer and 24/7/365 support
- Events and Marketing Development Fund
- Marketing Collateral & Product Webinars (live and recorded)
- Online training materials
- Marketing Template (Email, Banner and etc.)
- Sales and Support team training (online and in-person)
- Joint PR

For more information and to join Vembu AcePartner Program, visit <https://www.vembu.com/distributor-program/>

10+  
Years of Experience

100+  
Countries

4000+  
Partners

60000+  
Businesses

## Testimonials

*"We are thrilled to bring to market a technology that addresses the concerns of the great majority of customers in the MENAT region; all in one product suite that is properly supported and very cost effective. Together with the Vembu team, we are very confident that we will see tremendous uptake and very happy customers!"*

- Omar Kechrid, CEO of Distilogix, Distributor for Middle East and North Africa

*Our business depends on products that are simple to manage yet have a real depth in functionality and are quick to engage interest. Vembu ticks all of these boxes and more, at a very competitive price. It's already proving to be the right product at the right time for Opex Group and our customers.*

- Zahid Anwar, CEO of OpexIT, Distributor for United Kingdom

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