
Atos - Evidian Partner Program



Evidian

Atos

Atos - Evidian has developed a network of partners throughout the world. With a strong network of over 100 partners, Evidian can now provide the fullest and most personalized responses to our clients in the field of identity and access management.

Join our network of reseller partners and benefit from our dedicated program to support you in your most ambitious client projects.

We build strategic relationships with our partners allowing them to complete Evidian's offering with their business expertise. We give our clients the chance to take advantage of the best technologies on the market, with access to the most qualified experts in the domain.

We share excellence with our partners in the implementation of client projects, providing the most appropriate responses for each profession.

Our partner programs are adapted to suit each type of relationship, to meet client requirements, we offer Evidian resellers the program described hereunder:

Interfaces

Designation by each party of an interface to manage the partner relationship.

Definition of a joint commitment and a business plan associated with a target for performance and quality indicators.

Access to the leads registration process: « Atos - Evidian Deal Registration Process » through the partner portal.

Training

Access for the partner to the catalogue of certifying training on Evidian software.

Standard partner discount for technical training sessions on Evidian software in intra-enterprises and B2B.

Special discount for the first technical training session on Evidian software as part of the Welcome Package offered to the partner.

Evidian Professional Services

Standard partner discount on catalog prices for services.

Access to project document templates as part of the on-request expert support during project implementation.

Sales

Evidian provides:

- Sales support to help you with a customer or remotely as part of your sales actions and qualifying your clients' needs.
- Consulting for your architecture solutions and quotation optimization.
- Expert sales and technical support on the Evidian offer to draft proposals.
- Web seminars on the general overview of the offer for consultants and sales rep.

Consultant

Technical support for models or Proof of Concept.

Access to technical proposals, specifications and methodology for recommended implementation of Evidian offers.

Web seminars:

- General and technical overview of the offer for consultants.
- Presentation of the Road Map, What's New in the versions, software evolutions.
- New features available in beta or pilot.

License and maintenance of Evidian software

Standard partner discount on catalog prices for software developed by Evidian.

Access to special discounts as part of marketing and competitive programs.

Software and support

Access to software with temporary key without fee, for demonstration, training, Proof of Concept.

Access to Evidian support website support. evidian.com:

- Software download: software and software documentation.
- FAQ.
- Patches.
- Web Call Desk...

Marketing

- Mutual commitment to provide and follow qualified leads.
- Mutual referencing on the Evidian and reseller website.
- Cross-authorization to use Evidian and reseller logos.
- Participation of Atos-Evidian consultants in partner events on request.

- Evidian universities: once a year with presentations of new product features.
- Access to Atos-Evidian Partner to get:
 - Presentations.
 - Documentation for proposals.
 - How-To.
 - White Papers.
 - Brochures.

On-request events

Expert participation in a breakfast with the partner and his clients.

We help our partners achieve success with our clients and, in addition to the partner program, we make dedicated training available to them, as well as customized support to respond to clients' needs.

Join us - contact Evidian for a description of the programs offered to our partners.

Benefits for Partner

NFR (Not For Resale) License & Loans for demo, proof of concept, training
Product discounts, special pricing / Competitive marketing Program
Professional Services and Training discounts
Access to sales training
Dedicated Channel Manager Contact
Join sales engagement / business Plan
Channel Lead Registration Process

Website listing
Access to partner area & marketing collaterals
Cross right to use Logo
Access to annual Partner summit
Joint event (exhibition, panel, webinar, ...)
Qualified Sales Leads / crossed commitment
Shared Marketing Funds

Access to Technical Training
Partner Product Certification
Access to Evidian support web site, for demo, evaluation, proof of concept.
RFP, Proposal, POC, Presales Support
Regular roadmap and technical updates
Access to Beta Products

About Atos

Atos SE (Societas Europaea) is a leader in digital transformation with circa 100,000 employees in 72 countries and pro forma annual revenue of circa € 12 billion. Serving a global client base, the Group is the European leader in Big Data, Cybersecurity, Digital Workplace and provides Cloud services, Infrastructure & Data Management, Business & Platform solutions, as well as transactional services through Worldline, the European leader in the payment industry. With its cutting edge technologies, digital expertise and industry knowledge, the Group supports the digital transformation of its clients across different business sectors: Defense, Financial Services, Health, Manufacturing, Media, Utilities, Public sector, Retail, Telecommunications, and Transportation. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

Find out more about us
atos.net
ascent.atos.net

Let's start a discussion together

