
Partner Program



Atos, with its product line Evidian has developed a network of partners across the globe. With 100+ partners worldwide, we provide the most comprehensive and personalized solutions for our clients in the field of identity and access management.

We build strategic relationships with our partners allowing them to complete Evidian's offering with their business expertise. Atos shares excellence with our partners in the implementation of projects providing innovative solutions to meet the clients' needs. We offer the following Partner Program benefits:



License and maintenance

Attractive partner discounts with high margin on software.

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



Training

Online product training and certification.

Access to catalog of certified training courses on Evidian products.



Services

Partner discount on prices for professional services and technical training.

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



Sales

Sales training and support to help as part of sales process and qualification of client need. RFP, Proposal, and Presales support.

Expert sales and technical support to draft proposals.

Consulting for architecture solutions. Webinars on products and solutions for consultants and sales.



Interfaces

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

Joint business plan and commitment associated with targets for performance.

Access to deal registration process via Evidian website.



Marketing

- Market Development Funds
- Mutual referencing on the Evidian and partner website.
- Cross-authorization to use Evidian and partner logos.
- Access to Partner Portal includes Presentations, Marketing Brochures, Proposal Documentation, White Papers
- Evidian participation in partner events as requested
- Regular roadmap and product update webinars



Software and support

Access to software with temporary key for demonstration, training, Proof of Concept.

Access to website support:

- Online software and documentation download
- FAQ
- Web Call Desk

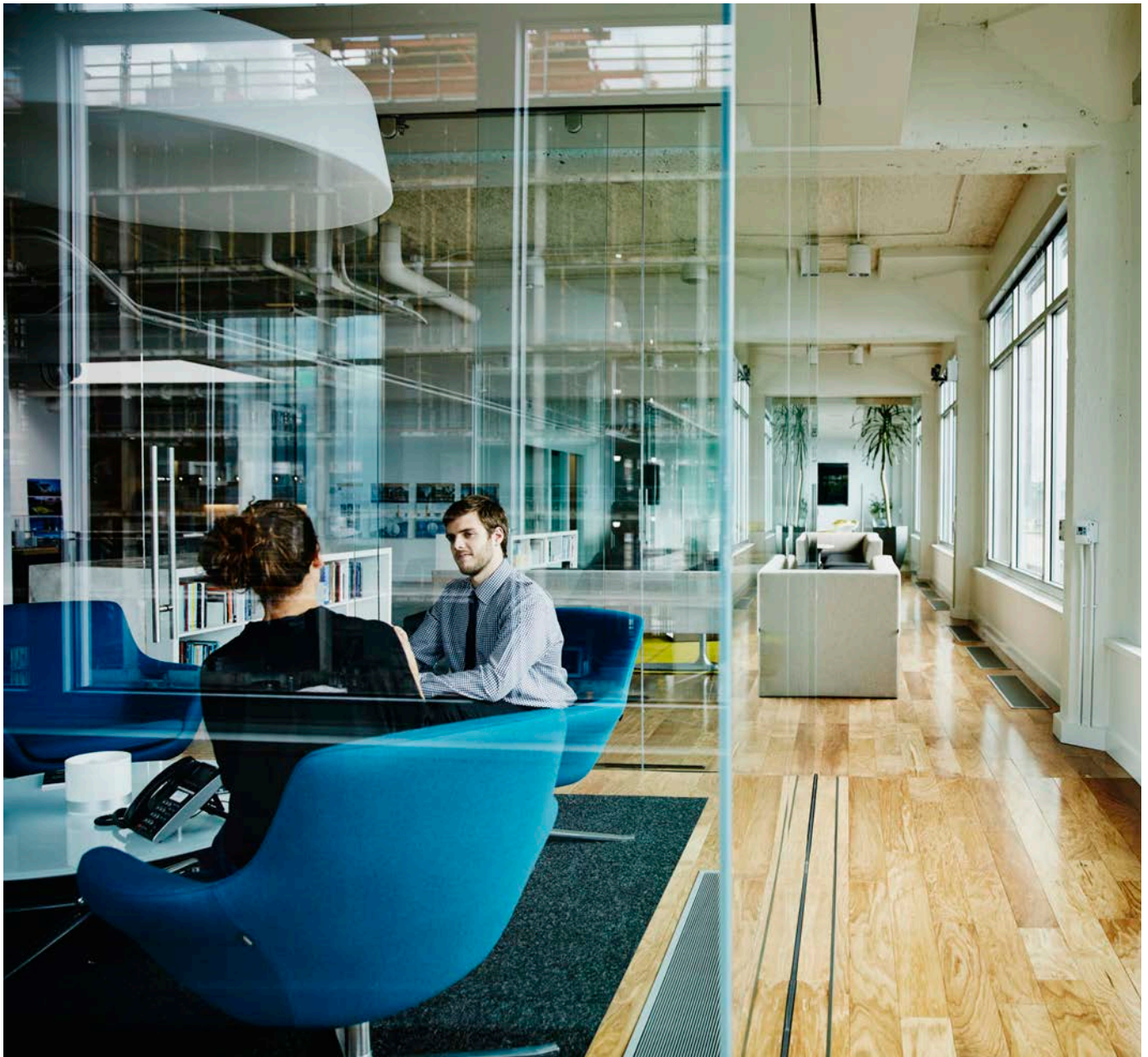


Consulting

Technical support for Proof of Concept. Access to technical proposals, specifications and methodology for recommended implementation.

Webinars:

- General and technical overview for consultants.
- Road Map and What's New



Partner Program Guide

This guide is your primary resource for the Evidian Partner Program benefits, requirements, and rewards. Evidian is dedicated to growing its channel business - that means opportunities for you. You will receive attractive discounts and development funds for supporting our reseller model, and new business opportunities on products.

We developed the Evidian Partner Program to reward the investments and commitment resellers make in selling our solutions and supporting customers.

The Evidian Partner Program offers easy onboarding and fast ramp-up to help you get rapid results.

Onboarding

At Evidian, our onboarding process is fast and straightforward. We want you to be successful as quickly as possible.

Partners can be onboarded in a few weeks. You can start generating revenue and receiving Evidian benefits quickly, even if you haven't completed all the certifications you need. New resellers can sell Evidian as soon as they have completed the Sales certification requirements. Once Sales and Presales certification are achieved, you'll be eligible to receive Marketing Development Funds (MDF), as well as the right to use the reseller logo for external communications.

We expect you as a valued partner to build the necessary skills to support customers so we can grow the business together. This is why we ask you to meet the requirements concerning certification.

Your channel account manager will work with you to define a training and certification plan and ensure you have all the tools necessary to get started and to succeed.



Marketing and Sales Benefits

Every partner needs the right support and tools to be successful and grow in the market. And we want you to grow with Evidian. We have put together programs and resources to help you generate demand in your business, increase your visibility, and position Evidian in the market.

Marketing Development Funds

As a partner, you can accrue Marketing funds on sales of Evidian products.

To access partner funds, you can simply apply for them online (prior to executing the activity). Once Evidian approves, you can go ahead and complete your activity, and submit the claim up to 60 days after the activity. The main conditions for funding are:

- for each marketing activity, the maximum amount the partner may be entitled to receive is 50% of partner's external expenses.
- programs eligible for funding are 100% dedicated to Evidian products and which have been approved by Evidian.

Evidian reserves the right to change the MDF policy and shall provide a 30-day notice period.

Partner Account Manager

As a partner, you'll be assigned a partner account manager who will be on hand to answer questions and act as your advocate within Evidian. They can help you in the following ways:

- Assist with business planning, forecasting, and account planning
- Coordinate training and help you achieve the certifications you need
- Assist with marketing planning and execution
- Provide support throughout the sales cycle, including coordinating executive briefings and accompanying you on sales calls

Partner Portal

Our partners benefit from the online Evidian Partner Portal, which is the central resource for finding up-to-date information on the program itself as well as solutions, marketing opportunities, training, documentation, software, and more. The content is updated regularly to give you the tools and resources you need to win more business with Evidian products.

Sales and Marketing Collateral

You can download, distribute, and print a wide variety of sales and marketing collateral, such as data sheets, brochures and other types of materials listed below. Just go to the Evidian Partner Portal to download what you need.

Product brochures describe the features and benefits of the products you're selling

Ready-to-use presentations and customer use cases by vertical industry.

Events

You can take part in Evidian roadshows, partner conferences, briefings, and product launches in your country or region. Your partner account manager will keep you posted on upcoming events.

Press

If you would like to produce and distribute a press release announcing your partnership with Evidian or significant customer wins, we'll be happy to help! Please note that all press releases mentioning Evidian must be approved.

Sales Support & Resources

- Partner Briefings: We organize webinars that offer a quick and convenient way to get up to speed on Evidian products, our partner program, marketing updates and more.

Presales Support

Managing the presales phase effectively is crucial to winning the deal, which is why we provide you with the necessary resources to help it go smoothly. Partners benefit from presales assistance from our specialists, answers to customer queries about solutions and capabilities, and advice on choosing the right solution to meet the customer's needs.

Communications

Evidian offers a series of communication vehicles to keep you informed.

- Partner webcasts are a quick and convenient way to get the latest information on Evidian products and programs.
- Product newflashes are short emails that keep you informed of new product releases.

Logo Usage

Once you achieve Evidian certification, you can use the partner logo on your marketing materials. This demonstrates that you have the expertise necessary to support Evidian customers.

Evidian is committed to investing in and expanding our partner business. We look forward to working with you as a valued partner and building customer success together!

Want to share your feedback?

At Atos, we're always looking for creative feedback to make our program more successful. If you have suggestions for enhancements to the Evidian Partner Program, contact us at PartnerProgram@atos.net.

About Atos

Atos is a global leader in digital transformation with over 110,000 employees in 73 countries and annual revenue of over € 11 billion.

European number one in Cloud, Cybersecurity and High-Performance Computing, the Group provides end-to-end Orchestrated Hybrid Cloud, Big Data, Business Applications and Digital Workplace solutions. The group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and operates under the brands Atos, Atos | Syntel, and Unify. Atos is a SE (Societas Europaea), listed on the CAC40 Paris stock index.

The purpose of Atos is to help design the future of the information technology space. Its expertise and services support the development of knowledge, education as well as multicultural and pluralistic approaches to research that contribute to scientific and technological excellence. Across the world, the group enables its customers, employees and collaborators, and members of societies at large to live, work and develop sustainably and confidently in the information technology space.

Find out more about us

atos.net

atos.net/career

Let's start a discussion together



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