

Partner Program

Join the Aviva Solutions Partner Program

Be part of a winning solution.

Take part in the success our partners enjoy by joining the Aviva Solutions Partner Program. Together with our partners, we deliver reliable host access, Web-to-host and application integration solutions to some of the largest companies in the world.

Whether you are a Distributor, Reseller, OEM or Systems Integrator, your customers demand reliable, secure and proven host access solutions. Our partners have access to all the tools and training necessary to effectively distribute, integrate and sell Aviva Solutions products and services.

At Aviva Solutions we believe that the foundation of strong partnerships is built on trust. Our commitment is to provide you with the best portfolio of products, training and support services you need to help you succeed.

Trust Aviva Solutions to deliver.



Successful Partnerships Built on Trust

Partner Benefits

The Aviva Solutions Partner Program is designed to provide our partners with the tools they need to succeed. Partners receive increased brand awareness, better market penetration, cross-promotion of products and services, lead generation, and the chance to both increase existing and discover new sources of revenue.

These benefits are passed on to your customers, who gain faster implementation of solutions to leverage existing IT investments, resulting in a rapid return on investment.

Become an Aviva Solutions partner and have confidence in delivering a proven, reliable solution.

Tools to succeed

Take advantage of the following tools and services offered with the Aviva Solutions Partner Program:

- Sales leads and demand generation
- Sales and technical tools (presentations, product collateral, graphics, white papers, sales guide, success stories, press releases, partner news and competitive intelligence, price lists, and incentives)
- Free evaluation software and access to beta programs
- Demonstration and evaluation tools, including Aviva Host Integration SDK to create customized, secure server-based applications
- Account or project protection based on reservation
- Joint sales calls
- Co-marketing opportunities
- Price protection
- Technical and sales support and training
- A listing on Aviva Solutions' online partner directory
- Access to our password-protected partner extranet, PartnerLink, where you can find the most current online sales tools and other valuable resources



How to Become an Aviva Solutions Partner

Eligibility for partnership

Distributors, Resellers, OEMs and System Integrators who want to join the Aviva Partner Program must have the following qualifications:

- A dedicated sales and technical team
- A reputation as a qualified Reseller, Distributor, OEM, or System Integrator of products or services to end-user organizations
- Develop products that do not compete with Aviva Solutions
- Provide complementary services or products in relevant market segments
- Willingness to sign a non-disclosure agreement

Sign up Now!

Becoming a partner is easy

If you are a Distributor, Reseller, OEM, or System Integrator and would like to join the Aviva Partner Program, sign up now:

- Simply fill out the attached application form, sign it and return it to us, by fax, mail, or fill out our easy to use on-line application form.
- A member of the Aviva Solutions team in your region will contact you to discuss further details.
- Successful Partner candidates will be scheduled for training and gain immediate access to tools and support as well as the Aviva Solutions PartnerLink extranet.

For more information, contact Aviva Solutions at:

1-800-276-0038 in North America

or

+33 1 45 73 60 74 in Europe,

or e-mail us at:

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**FOR MORE INFORMATION,
PLEASE VISIT OUR WEB SITE AT**

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