

The Industry Standard in IT Infrastructure Monitoring

Nagios® is the leader and industry standard in enterprise-class monitoring solutions. Nagios Enterprises offers several partner programs to companies that wish to align themselves with the Nagios brand and benefit from its success and market dominance.

Partner Programs and Benefits

Nagios Enterprises currently offers four different partner programs:

- Resellers
- Affiliates
- Technology vendors
- Service providers

All of our partners receive benefits that can help their companies grow along with Nagios:

- Association with the highly-recognized Nagios® brand
- Information on the latest Nagios news
- Advance notice of new product and service offerings
- Additional exposure potential with Nagios partner success stories and case studies



Reseller Program

Our reseller program is designed to position companies to grow with the success of the Nagios® brand. Resellers provide local representation for Nagios Enterprises, act as sales associates for Nagios products and services, and can provide value-added services to end customers. Recurring revenues of up to 20% in commission is given to resellers who maintain good relationships with their end customers.

Benefits:

- Formal association with the Nagios® brand
- On-going commissions
- Ability to offer clients discounted pricing
- Ability to provide value-added offerings to clients
- Marketing and sales assistance
- Early information on new Nagios® products and services

Qualifications:

- Understanding of how Nagios can benefit an organization
- Good customer relationship skills
- Sales experience
- Knowledge of Nagios products and service offerings

How It Works:

- Marketing material is provided to resellers to aid sales processes
- Resellers receive discounts on Nagios® products and services
- Recurring commissions of up to 20% for Nagios products and service sales are paid if the reseller maintains their relationship with the end customer
- Resellers have the opportunity to offer their own value-added services to end customers (training, implementation, etc.)

Affiliate Program

Our affiliate program is an opportunity for individuals and organizations that have the ability to promote our products and services and want to generate additional revenue through commission.

Benefits:

- No up-front fees or payments required
- Revenue generation through commissions

How It Works:

- Affiliates promote Nagios® products and services
- Affiliates receive a 10% commission on product and service sales

Qualifications:

- Ability to effectively market Nagios products and services through a website, etc.

Technology Vendor Program

We work with vendors around the globe that deliver software, hardware, and/or services that integrate with, or complement Nagios. Our technology partner program is designed to work for these types of companies. Technology partners may also qualify to participate in the Nagios Certified Compatible™ or Nagios Powered™ programs.

Benefits:

- Exposure of product and service offerings
- New client leads
- Nagios Certified Compatible™ program demonstrates tested and proven compatibility

How It Works:

- Partner offerings are promoted on the nagios.org website
- Appropriate products may be licensed to use the Nagios Certified Compatible™ or Nagios Powered™ marks

Qualifications:

- Hardware, software, or services that integrate with or complement Nagios

Service Provider Program

We work with companies around the globe that either provide their own Nagios-based products or provide Nagios consulting, support, and training services. Our service partner program is designed to work for these types of companies.

Benefits:

- Enhanced exposure for product and service offerings
- New client leads

How It Works:

- Partners get exposure on the nagios.org and nagios.com websites
- Partners receive new client leads from websites or direct referrals

Qualifications:

- Knowledge of Nagios and OSS IT management solutions
- Nagios consulting, support, or training experience

Getting Started

To enroll in our partner programs, or for more information, contact us:

- Online: www.nagios.com
- Phone: **888-NAGIOS-1** or **+1 651-204-9102**
- Email: inquiries@nagios.com