

The Ivanti One Program



The Ivanti One program gathers an ecosystem of complementary technologies, and recognized technology providers, to deliver industry-leading IT systems, security, service, and asset management solutions. The program is designed to help its members quickly build, test, market, and sell integrated solutions. Members gain access to resources that help them expand market presence and attract new customers to drive business growth.

Partners in the Ivanti One program have demonstrated a proven integration capability or compatibility with the Ivanti products. A list of active Technology Alliance Partners with relevant information, and links to additional details, can be found in the Ivanti One partner website. Partners are eligible to take advantage of the program’s benefits based on their level of participation.

■ **Who Does this Program Benefit?**

Ivanti Partners – Ecosystem members gain awareness through promotional opportunities and exposure to the Ivanti customer base for increased revenue opportunities, as well as marketing programs to achieve success.

Ivanti Customers – Joint customers benefit from the cohesive solution approach, with pre-built integrations and compatibilities that can be leveraged with confidence.

■ **Benefits At a Glance**

Members of the Ivanti One program are provided the opportunity to showcase their offerings to a worldwide audience, including more than 25,000 Ivanti customers and 1,000 Ivanti resellers. This includes promotional opportunities available via the Ivanti One partner website, as well as gaining access to a collection of sales, technology, and marketing support programs.

■ **Benefits for a Registered Partner**

The Registered level in the Ivanti One program is for ISVs who have joined the program, but have not yet received certification for their compatibility / integration. At this level, the ISV is responsible for the development, sales, and support of its solutions, as well as any integration into the Ivanti product portfolio. Technical benefits at this level include access to SDKs / APIs, a sandbox lab environment to help support its integration work, and meetings with product management to understand applicable roadmap initiatives.

Marketing benefits at the Registered level include the use of the Ivanti brand to support the ISV’s marketing efforts, inclusion in the Ivanti One partner website, socialization within the Ivanti direct sales force, and an invitation to become an exhibitor sponsor at the Ivanti Interchange global user conference. Once integration has been established and is ready for market consumption, Ivanti One certification is the next step.

■ Benefits for a Certified Partner

ISV partners who hold an Ivanti One certification demonstrate a commitment and investment to work with Ivanti. Certification is awarded to third-party partners that have successfully met testing criteria set by Ivanti, and provides customers added confidence in the compatibility of the joint solution offering.

In addition to the benefits inherited from the Registered level, certified Ivanti partners receive further assistance to help validate their integrations, as well as market and sell their innovative solution to the worldwide Ivanti customer base. These benefits include opportunities to take part in co-marketing efforts such as press releases; invitations to present in webinars; invitations to sponsor select customer events; spotlights in regional Sales Syncs; potential presence at various events throughout the year, including the Ivanti Sales Kickoff; introduction to the Ivanti reseller channel; and more as joint objectives are met. Those certified partners that experience revenue growth via association with the Ivanti customer base become eligible for other advanced levels in the program such as license-in opportunities.

■ The Next Step

If you're a technology company and are interested in joining this program, or if you have questions about partner integration, please contact us. We ask that you submit an overview of your company, a description of your solution, and your contact information to the ivanti.com/partners/ivanti-one website. The Ivanti One team will then be in contact to discuss your individual company strategy and solutions.



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