



Microsoft Azure

Nebulus™ Partner Program

Connect your things to the cloud, deliver exceptional value to customers.

WHO IS THIS PROGRAM FOR?

This program is designed for companies that design, manufacture and distribute hardware or software solutions and that are interested in connecting things to the cloud. As a partner, you gain strategic advantage by embedding Nebulus™ IoT Suite components into your offering. It saves you the significant time and investment necessary to develop and maintain similar functionality yourself.

NEBULUS™ IOT SUITE			
Nebulus™ IoT Field Gateway	Nebulus™ IoT Device Management	Nebulus™ IoT Rules Engine	Nebulus™ IoT Portal
Link any sensors or devices to the Microsoft Azure Cloud in only a few minutes.	Control, monitor and maintain gateways and devices from the cloud.	Configure and build dynamic business rules for your IoT solutions.	Out-of-the-box scenario based dashboards that visualize telemetry data in a secured fashion.

WHY PARTNER WITH US?



**FASTER
TIME TO MARKET**



**CONTINUOUS
SUPPORT**



**COMPETITIVE
ADVANTAGE**



**PROVEN
TECHNOLOGY**

The Nebulus™ IoT Partner Program enables you to:

- Reduce time to market by seamlessly integrating Nebulus™ solutions with your existing solutions.
- Receive professional technical support from developers, engineers and the product management team.
- Gain competitive advantage and generate new business by providing your customers with game-changing functionalities.
- Use proven technology allowing you to focus on your core solutions and increase productivity.





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NEBULUS™ IOT PARTNER PROGRAM

Nebulus™ IoT Hardware Partner	Nebulus™ IoT Solution Partner
Leverage the Nebulus™ IoT Suite to extend the capabilities of your hardware devices.	Use and resell Nebulus™ IoT in your customer IoT solutions.

PROGRAM BENEFITS

Partner enablement	<ul style="list-style-type: none"> • Welcome kit • Partner newsletter • Kick-off session
Sales enablement	<ul style="list-style-type: none"> • Customer referrals and sales lead exchange • Demonstration / Trial licenses • Shared product collateral • Pre-sales and Post-sales (onsite and remote) support • Product training Nebulus™ IoT Suite • Regularly scheduled demos and update webinars
Marketing enablement	<ul style="list-style-type: none"> • Web syndication and social marketing • Tradeshow and event support • Access to pre-release product information and collateral
Technical enablement	<ul style="list-style-type: none"> • Technical training • Pre-sales engineering support • Become a trusted advisor for our Nebulus™ IoT suite
Financial benefits	<ul style="list-style-type: none"> • We offer a Revenue Sharing Pricing Model that is consistent for all partners. By receiving a share of the revenue, Codit is in turn able to accelerate our partner's growth and offer other benefits.

PROGRAM REQUIREMENTS

Partner requirements	<ul style="list-style-type: none"> • Signed Partner Program Agreement and NDA • Annual Program Renewal • Designated technical & business representative • Share insights on Nebulus™ sales pipeline
Marketing requirements	<ul style="list-style-type: none"> • Partner profile • Position and sell Nebulus™ IoT Suite and support offering • Co-branded marketing collateral

DRIVEN BY CODIT

Codit is an IT Consultancy organization helping companies to create business value through cloud, SaaS and big data by connecting applications via integration, API's, cloud development and IoT. Codit employs over 140 people in Belgium, France, Portugal, Switzerland, the United Kingdom and the Netherlands.

