

Frequently Asked Questions

about the

e-ternity SkyCentre Partner Program



Q. Why should I partner with *e-ternity*?

A. It's *e-ternity's* solid track record in cloud services. *e-ternity's* been delivering cloud services since 2007. So if you're an MSP looking at establishing a cloud offering with a monthly recurring revenue stream and you want to get into the game quickly, *e-ternity* is a great partner. Whether its cloud backup and recovery or hosted cloud infrastructure, we will provide a turnkey solution getting you into the game instantaneously, at no cost. No searching for a Data Centre, no IT infrastructure costs, no bandwidth costs.....simply sign up and get into the game.

Q. How do I join the *e-ternity* SkyCentre Partner Program?

A. Getting started with *e-ternity* is easy. If you're an MSP or VAR that needs assistance developing your own cloud strategy, developing your cloud professional services practice, or desiring to launch cloud-based infrastructure services without having to build and manage your own IT environment, *e-ternity* can help. Contact us at partnerprogram@e-ternity.ca and we'll get back to you within one business day.

Q. What cloud services can I resell in the Partner program?

A. The *e-ternity* SkyCentre™ Partner Program includes the following cloud services:

***e-ternity* SkyScope**— *e-ternity's* IT Infrastructure-as-a-Service offering enables organizations to move various software applications from their own in-house IT environment to the 'cloud', and manage these applications over the internet in a pure utility pay-as-you-use model. To learn more, go to www.e-ternity.ca/skyscape

***e-ternity* RecoveryCentre**— a monthly cloud backup and recovery service that enables the rapid re-store of all business systems in the event of a crisis, mitigating all risk of downtime and information loss. To learn more, go to www.e-ternity.ca/recoverycentre

***e-ternity* Professional Services** – If your clients are looking for required skill sets or certified resources for different IT related projects and your own technical resources may not be the best fit, lean on the *e-ternity* team. *e-ternity* will help keep those additional Professional Services opportunities in house while still making margin. Our technical resources have various certifications allowing us to assist with many of these opportunities.



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Q. What is the commitment level?

A. This is simply a **no cost commitment**. We will ask that you review and signoff on a Partner Agreement with a 12 month commitment to get started.

Q. What are the margin opportunities?

A. e-ternity is offering fantastic margins for its Partners. If you have already established a monthly recurring revenue model or you're just looking to add to it, this is a perfect opportunity. More margin details will be shared during the pricing schedule review.

Q. How do I train my team?

A. For those partners that are seeking an explosive launch to their cloud offering, an optional **Cloud KickStart** course is available for a more in-depth program for your staff. **Cloud KickStart** is a two day course for newcomers to cloud computing services. Consider this program a crash course on the cloud computing marketplace, tools/techniques/templates to ramp your sales staff up, and the technical knowledge and best practices your consultants will need in order to begin delivering Professional Cloud Services. Learn more at www.e-ternity.ca/partners/kickstart.php.

Q. Do you provide marketing materials?

A. The **Cloud KickStart** training is designed to arm the Partner with all of the know-how and expertise necessary to commence a successful sales and marketing program in cloud computing services. The goal is to minimize the time-to-market period in order to accelerate the Partner's revenue generation. Marketing materials included are sales presentations, sales proposal templates, customer agreement templates, website content, sales brochures and much more.



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