

Druva Compass program

Partner with Druva to accelerate customer cloud transformation

Druva offers a simple, secure, and scalable cloud data protection and disaster recovery platform to protect and manage workloads across hybrid data centers, cloud applications and endpoints. Druva's 100% cloud-native, SaaS data protection platform is easy to use and deployed within minutes, Customers benefit from reduced cost and complexity, increased cyber resilience and acceleration of cloud projects.

The goal of Druva is to help partners successfully navigate areas of customer success, partner profitability, and self-sufficiency while meeting customer cloud data protection needs. Our Compass Partner Program is meant to help all partners **lead, close** and **profit** with Druva.

- **Lead** with the industry-leading cloud data protection solution supporting thousands of customers globally, managing billions of backups per year across 14+ regions.
- **Close** with confidence. Partner with Druva's 100% SaaS solution to help you close business faster.
- **Profit** more with higher margins than competition, recurring revenue stream and 120% Net Retention Rate (NRR).

Top reasons to partner with Druva



High sales velocity – No hardware to order, install, or manage. 100% SaaS that deploys in 15 minutes or less. On average, a less than 60 day sales cycle.



Sustained profitability – Partner incumbency means you build recurring revenues with generous margins for the entirety of the customer engagement, across renewals, up-sell and cross-sell.



High NRR – 120% NRR. Benefit from recurring margins and increased topline revenues compounded year-over-year.



New routes to market – Selected by Dell Technologies to power Dell EMC PowerProtect Backup Service. AWS Advanced technology partner and premium AWS Marketplace seller.



Market pull – Benefit from Druva's fast-growing market presence as the No.1 cloud-native data protection platform with certified NPS of 88, high customer ratings, global compliance and FedRamp certifications.

Partner levels

Compass requirements	Authorized	Certified	Elite
Annual partner-sourced bookings *	N/A	\$500,000	\$1,000,000
Accredited Sales staff *	1	5	5% Staff/10 min
Accredited Technical staff *	1	2	10
Druva branded & content on partner website		☑	☑
Completed Druva business plan			☑
Assigned Druva partner manager			☑

Compass benefits	Authorized	Certified	Elite
Compass Portal access	☑	☑	☑
Deal registration margin protection	☑	☑	☑
Promotional offers	☑	☑	☑
Marketing and Sales tool kits	☑	☑	☑
Partner logo on Druva site		☑	☑
NFR program		☑	☑
Pre-Sales support		☑	☑
Sales and Technical training		☑	☑
Focused Druva PSM		☑	☑
Partner sales incentives		☑	☑ ☑
Marketing development funds		☑	☑ ☑
Lead sharing		☑	☑ ☑
Invite-only AWS CPPO program			☑
Invite-only rebate program			☑





* Requirement levels apply to US partners, for EMEA & APJ partner requirements, please contact your regional Druva PSM

Why wait any longer to join the team?

Complete a Druva Compass program application [here](#)

Learn more about Druva [here](#)

Questions? Contact us at channel@druva.com

 NPS score 88	 Druva customer success stories
 G2 Crowd	 Gartner Peer Insight

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Druva® delivers Data Protection and Management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted by thousands of companies worldwide, including over 50 of the Fortune 500. Druva is a privately held company headquartered in Sunnyvale, California, and is funded by Sequoia Capital, Viking Global Investors, CDPQ, Neuberger Berman, Tenaya Capital, Riverwood Capital, and Nexus Partners. Visit druva.com and follow us on [LinkedIn](#), [Twitter](#), and [Facebook](#).