

A high-angle, slightly blurred photograph of three business professionals in a meeting. Two women and one man are seated around a white table, looking at documents and a laptop. The image is faded to serve as a background for the title.

Druva PartnerSync Program

Today's Business Enhanced with Tomorrow's Technology

Druva brings together data protection & information governance capabilities under a single pane of glass. This unified approach removes data management silos—reducing the risk, cost, and complexity of managing information.

Keep your business looking ahead with the Druva PartnerSync Program—designed to grow your cloud practice through best in class enablement tools, support, and programs.

Top 5 Reasons to Partner with Druva

1. Delivers ground-breaking unified data protection and governance technology that amplifies your portfolio across your selling landscape
2. You get a program model that scales with your Druva selling success
3. Helps you gain opportunity traction with exclusive enablement tools and promotions
4. Recurring revenue on renewal contracts with no declining value
5. Delivers enhanced margin protection to increase your bottom line with every approved deal registration

Partner Levels

Authorized

Entry-level access point to the program with no revenue requirements. Perfect for gaining access to all products while breaking ground with selling Druva.

Certified

Specialized tier to demonstrate selling power with addressable revenue targets. Unlocks joint marketing and empowers your sales force with education goals.

PartnerSync Requirements	Authorized	Certified
New Logos Per Quarter	1	5
Accredited Technical Staff	1	2
Accredited Sales Staff	1	2
Defined Business Plan		✓
Quarterly Demand Generation Activities*		1
PartnerSync Benefits		
PartnerSync Portal Access	✓	✓
Deal Registration Margin Protection	20% Off List	Up to 30% Off List
Promotions and Sales Incentives	✓	✓
Not-For-Resale (NFR) Program	Discounted	Free
Pre-Sales Support	✓	✓
Sales and Technical Training	✓	✓
Assigned Account Manager		✓
Marketing and Sales Tool Kits		✓
Marketing Development Funds		✓
Lead Sharing		✓
Advanced Product Roadmap Review		✓

*Demand Generation Activities include but not limited to: tradeshows, webinars, training events, email campaigns, web advertising, and telesales campaigns

Why wait any longer to join the team?

Complete a Druva PartnerSync Program application at <http://www.druva.com/partner-program/> or email us at channel@druva.com



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