

Grow your business with Centreon's ON Partner Program



We put you first

Centreon has a modern partner program that puts Partners First. Our leading **IT Performance Monitoring Software** will delight your customers, improve your margins and help you increase your professional and support services engagements.

Growing needs in a growing market

In an increasingly complex technology market, Centreon provides partners the tools to ensure Always-On IT for clients' Always-On needs. With the global IT operations market **growing 7.3% per year to \$49 billion by the end of 2024**, the world will continue to increasingly rely on IT and service providers.¹



Expand Your Footprint and Grow Your Professional Services



Fact

According to Gartner, the global IT operations market will reach **\$49 billion by the end of 2024**, with annual growth of 7.3%.²



Problem

"I want to help my customers do more, transform and modernize with better monitoring tools that can expand my business and establish myself as a trusted partner."



Solution

Centreon helps you grow your business by ensuring Always-On IT. Because of the nature of highly critical and ever-changing technology, customers rely on trusted partners long-term. Centreon enables our partners with highly profitable service engagements for your business.

Modernize your Customer's Legacy Monitoring Solutions



Fact

With an average of only 61% of the IT estate monitored, but on average 14 IT Monitoring Tools currently in use worldwide, there's a need for tools that can monitor in the **largest growing areas: cloud and edge**.³



Problem

"My customers are using expensive legacy monitoring tools. With reduced budgets they are looking for greater value. Legacy software vendors don't deliver the value that clients need to meet the new challenges facing IT and business."



Solution

Centreon is replacing and reducing the many expensive legacy monitoring tools with its disruptive, modern software. Your customers will spend less on Centreon software, get access to business performance insights and meet their SLAs.

Bigger Margins, More Services, MDF and More



Fact

With **average margins falling to 17% and 96%** of [channel partners] unable to scale past 10 people, the traditional channel is bifurcating.⁴



Problem

"We want a partner that adds value and profitability. With our current vendors we do all the heavy lifting, from finding leads to training to marketing. It just doesn't feel like a partnership anymore."



Solution

Centreon is a Partner-First company that invests heavily in its partners. Large margins on software and huge service opportunities help our partners prosper and thrive. We provide MDF, dedicated partner managers, lead protection, technical and sales enablement, and more.

Who Uses Centreon



Highest in Peer Ranking



What's Included in the Centreon Partner First Program?

Our program gets better the more engaged you become.



- ✓ PRM Access
- ✓ Partner Events
- ✓ NFR Software
- ✓ Dedicated support and partner manager
- ✓ Sales and Growth Incentives
- ✓ Discounts
- ✓ Deal protection
- ✓ Training and Certification
- ✓ MDF/Induction Marketing Funding
- ✓ Co-marketing resources

Let's get to know each other.
It all starts with a meeting.
Schedule one today. We'll even buy lunch.

Contact us now

[centreon.com](https://www.centreon.com)

¹ Source: Gartner Forecast: Enterprise Infrastructure Software, Worldwide, 2018-2024, 3Q20 Update.
² Source: Gartner Forecast: Enterprise Infrastructure Software, Worldwide, 2018-2024, 3Q20 Update.
³ Source: Centreon: State of IT Monitoring, 2020.
⁴ <https://go.forrester.com/blogs/what-i-see-coming-for-the-channel-in-2019/>