



What is the Holonyx Partner Program?

The Partner Program is targeted at Value-Added Resellers, System Integrators and consultants who wish to deliver Linux and open source IT solutions to their customers. Holonyx provides support, consulting and software solutions to these VAR's, SI's and consultants.

What are the benefits of being a Holonyx Partner?

With the ability to deliver Linux and open source solutions, the Holonyx Partner Program allows partners to enhance the value of their company, enter new markets, and have added credibility with customers and prospects. The Holonyx Partner Program offers benefits that help develop technical expertise while driving value into your business model.

- Differentiation from your competitors
- Reduction of customer's infrastructure costs to free up precious IT budget to spend on your higher value services
- Skills to address new, high-priority markets
- Expansion of core competencies with advanced technologies and superior solutions
- Enhanced credibility with customers
- Discounts on Holonyx software products
- Listing on Holonyx Partner Locator

What do products and services can I get as a Holonyx Partner?

There are three primary services and products that are available to Partners:

- 1) Telephone or email-based support for Linux and open source applications.
- 2) System and network consulting for open source solutions and environments
- 3) Linux and/or open source IT solution products which can be resold into customer environments.

What's the difference between open source IT solutions that come from Holonyx vs. the same solutions which are available for free download on the Internet?

Open source IT solutions sold by Holonyx come with full support provided by Holonyx.

How and when does a Partner receive technical support?

Per incident support is available via phone or ticketing system to all Partners 8:00 a.m. to 5:00 p.m. Mountain Standard Time Monday through Friday. Holonyx will respond via telephone within four hours of receiving a support call or ticket submittal. After hours requests will be responded to within four hours the following business day. Holonyx declared holidays when support service is unavailable are Christmas, Thanksgiving, Labor Day, Memorial Day, July 4th and New Years Day.

Is training or certification required to be a Holonyx Partner?

Partners must have an active IT reseller/service, system integrator or consulting business, but no Holonyx or third party certifications are required at this time.

Is there a cost to be a Holonyx Partner?

At this time there is no charge to participate in the Holonyx Partner Program.

How do I join the Holonyx Partner Program?

To apply for membership in the Holonyx Partner Program, prospective partners complete the on-line Partner Program application.

Access an online application form at: www.holonyx.com/partner

What is the Holonyx Partner Portal?

This Partner-only Web site provides access to the Holonyx support team and is also your primary source for product, marketing, sales and competitive information you need to sell Linux and open source solutions to your customers.

The Partner Resource Portal is located at www.holonyx.com/partner

Do all Holonyx Partners receive a Holonyx Solutions Partner listing?

Yes, all Partners receive a listing and link to their site.

Do partners receive Public Relations support to announce their partnership with Holonyx?

Partners can work with Holonyx to create joint press releases announcing the partnership. Partners can also submit subsequent newsworthy joint customer releases or case study proposals.

Who should I contact within Holonyx to learn more about the Partner Program?

Please submit any questions that you have to partners@holonyx.com

