

The background of the entire page is a blue-tinted image. It features a close-up of two hands shaking in a firm grip, symbolizing partnership. In the background, there is a blurred cityscape with tall buildings. Overlaid on the image are white and blue lines and dots, representing a network or data flow. The overall aesthetic is professional and tech-oriented.

Partnership has its privileges

Expand and differentiate your offerings,
and capture new business with OpsRamp.

Systems integrators, resellers, and channel partners look to OpsRamp for committed support and disruptive technology that captures the IT operations management (ITOM) market. Our industry-recognized, enterprise-transforming, service-centric AIOps platform, along with a menu of strategic incentives and support, helps our partners close more deals and drive more bottom-line profits.

Build new markets. Close more deals.

When you register as an OpsRamp partner, you get the support you need to drive digital transformation with our modern IT operations management platform, including:

- ▶ **Technical Training:** Our team will set up ongoing professional training on the platform and its growing number of features that are in sharp demand, including AIOps, multi-cloud infrastructure monitoring, the ability to support a service-centric model with a multi-tiered and multi-tenant platform, and more.
- ▶ **Sales Training:** Our enablement specialists provide separate support for your sales team, along with ongoing updates on our latest programs, solutions and field events.
- ▶ **Go-To-Market Support:** Meet with our go-to-market team and develop a short-term and long-term selling strategy. Whether you're just getting into cloud IT operations management, intelligent incident management, or artificial intelligence, or you just want new strategies and new market opportunities, we're here to help.

Take advantage of our tools.

Just because you're adding a new solution to your portfolio doesn't mean you have to redesign new marketing collateral, too. OpsRamp gives you the tools to start selling and implementing from day one:

- ▶ **Partner Resource Center:** Our partner resource center is available to your entire team and contains technical documentation, marketing collateral, video assets, logos, and reports. Anyone on your team has full access at any time.
- ▶ **Partner Pricing:** We work with our partners to address the big issues and provide you with the best strategies to capture more margin and deliver more value.
- ▶ **Partner Programs:** We are always developing demand generation, field marketing, and lead building events and programs, and are happy to support your events on the ground as well. Because that's what partnership means to us.

Want to read more about how we've driven value for partners in the past? Visit our [partner case studies](#) and see our support in action.

Industry-leading. Award-winning.



Gartner Cool Vendor

For IT Operations
Management



Technology Innovator

For Managed Services



Enterprise Strategy Group

Enterprise Strategy Group

For Cloud Service
Management



20 Most Promising

AWS Solution
Providers

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e wish all partners were as dedicated to channel success as OpsRamp. Their executive team, from the C-suite to the VPs and below, all have deep channel expertise, have worked in the channel, and understand our challenges. They demonstrate again and again that they're here with us to drive revenue and engage customers.”



Nathan George
CEO,
Flycast Partners

Ready to get started?

[Sign up online](#), or email us at info@opsramp.com.