CYBER**TEC**
Partner Network

THE PERFECT SOLUTION FOR
RESELLER AND SOFTWARE RETAILER

CYBERTEC Partner Network (CPN)

Are you a system or software house that offers PostgreSQL to its customers instead or next to other database systems? Do you need a competent partner, with lots of experience, sophisticated services, solutions and products? Consider becoming an exclusive CYBERTEC partner now!

As a CYBERTEC partner, you can purchase CPN products and services at attractive conditions from CYBERTEC and distribute them to your own customers. CYBERTEC is your competent partner, with lot of experience, sophisticated services, solutions in products in the field of PostgreSQL.

"PostgreSQL expertise for your product portfolio"

Join the CYBERTEC Partner Network now and start selling CYBERTEC services to your customers. You'll benefit from the widening of your product portfolio, from lower purchase prices and attractive commissions.

Why should I offer PostgreSQL services?

PostgreSQL is the most advanced open source database system and has been voted "DBMS of the year" several times already. It comes with 25 years of development and extensive functionality. PostgreSQL is secure, reliable and scalable. As PostgreSQL is an open source system, there are no high license costs as well as no vendor lock-in.
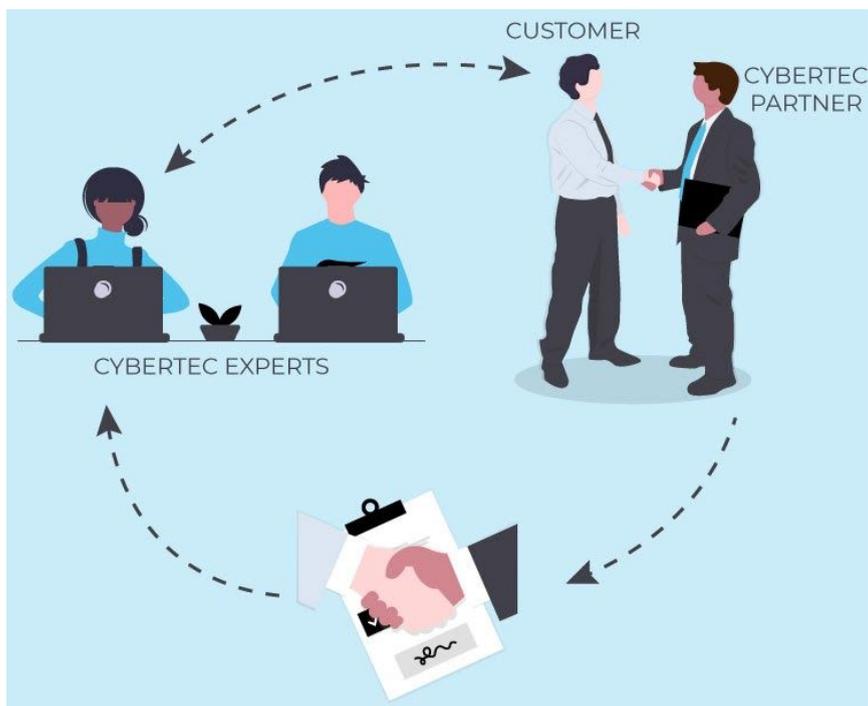
Process

As CYBERTEC partner you will get provided with a CPN catalogue including all CYBERTEC products and services that are part of the CYBERTEC Partner Network. CYBERTEC partner are entitled to sell all those products and services to their customers.

"CYBERTEC Partner Network - Simple service delivery"

After the final agreement is concluded, CYBERTEC takes over: All the CYBERTEC partner has to do, is to initiate the communication between customer and CYBERTEC and forward necessary contact details (Contact person, phone number and email, company name, company address and VAT number) as well as the contract including the service or product to be provided. CYBERTEC then takes care of service delivery to the customer directly.

The CYBERTEC partner can offer further products and services included in the CYBERTEC Partner Network to the customer at any time. Service delivery is then taken over by CYBERTEC - quick, easy and without any administrative effort.

"Exclusive customers for CYBERTEC partners"

The CYBERTEC partner has the exclusive right to offer further CPN products and services to the customer in the first year after the contract is concluded.

Products & Services

The following products and services are offered within the CYBERTEC Partner Network. For details, please have a look at the CPN product catalogue and/or any product brochures and paper.

> CYBERTEC PostgreSQL Support
> CYBERTEC PostgreSQL Consulting
> CYBERTEC Assessment Packages
> CYBERTEC Migrator
> CYBERTEC PGEE (PostgreSQL Enterprise Edition)
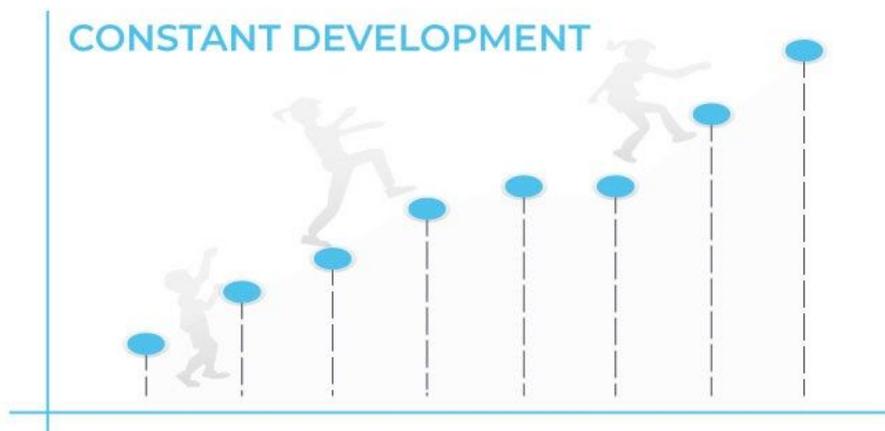
Onboarding

CYBERTEC will host an initial set up meeting, where all services and products will be explained, also on technical side if wanted, and any open questions can be answered. The idea is, to really get you settled with our services and products.

Additionally, CYBERTEC provides you with all needed materials like the CPN product catalogue and product brochures, and a logo, which you can use to show that you are CYBERTEC Partner and certified to sell PostgreSQL services and products.

Constant development

We at CYBERTEC always keep an eye on new technical achievements and needs and ensure that our products and services are always up-to-date. Our products and services are constantly being improved and optimally adapted to the needs of our customers.

CONSTANT DEVELOPMENT

Hence, there will always be a new product or service to offer, about which CYBERTEC will inform each CYBERTEC partner as soon as possible. If needed, new materials such as an updated product catalogue will be provided as well.

Cooperation on commission basis

For services that are not included into the CYBERTEC Partner Network, we offer you the possibility to cooperate on a commission basis. Receive attractive commissions for initiating a connection between CYBERTEC and the customer.
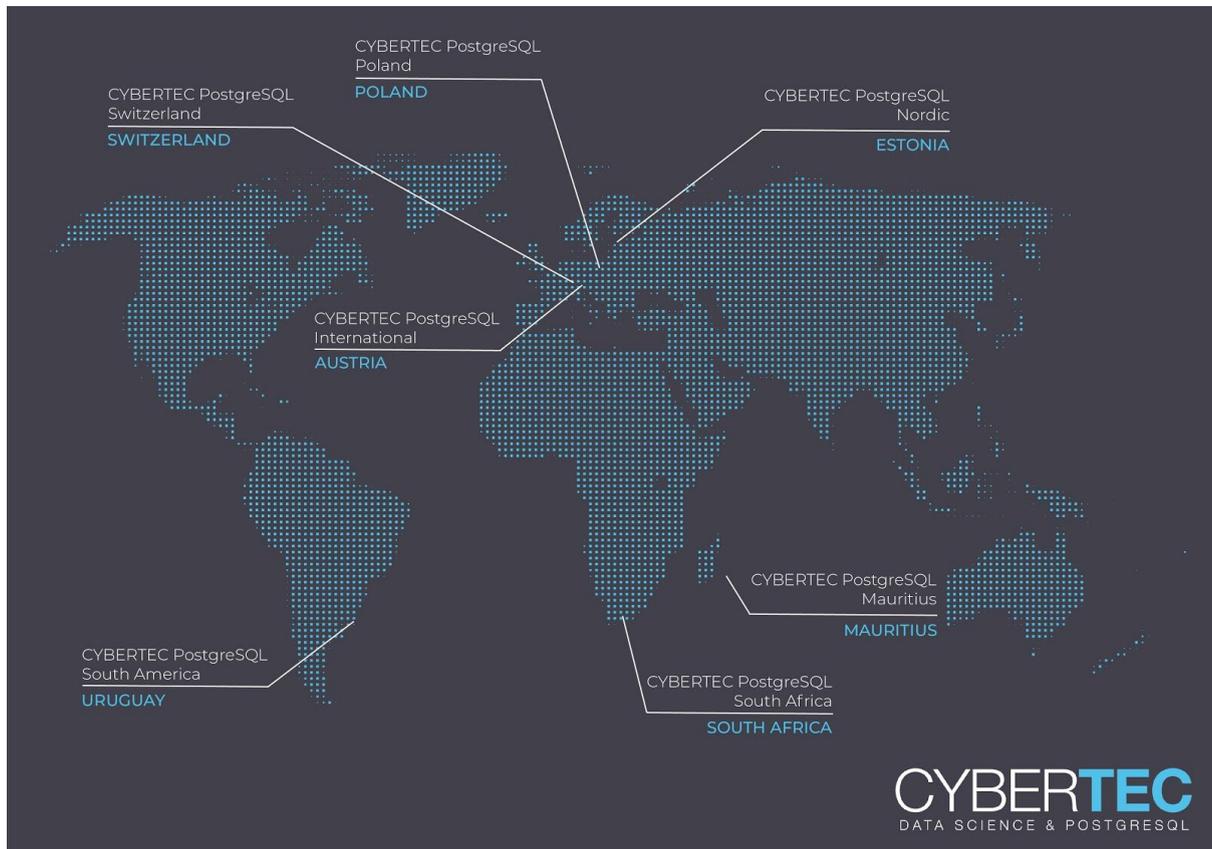
These services are:

- database migration to PostgreSQL as a service by CYBERTEC
- consulting on-site
- any training or course CYBERTEC offers
- extensions or setups in customer's PostgreSQL database systems

If a customer asks for a service in a form we have not mentioned here, feel free to ask us anyway, as we are flexible and always here to help whenever needed.

Contact us today and become a CYBERTEC partner!

sales@cybertec.at

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