

Vertiv™ Partner Program



About Us

Vertiv

Vertiv designs, builds and services critical infrastructure that enables vital applications for data centers, communication networks and commercial and industrial facilities. Vertiv supports today's growing mobile and cloud computing markets with a portfolio of power, thermal and infrastructure management solutions.

By the numbers



19
global manufacturing facilities



270+
service centers worldwide



130+
countries reached



Columbus, Ohio US
Headquarters



Register for the
Vertiv Partner Program



Our edge-ready solutions matched with our unrivaled service capabilities make Vertiv the easy choice for IT professionals to manage, protect, and power their distributed IT environment.

Key Benefits



Dedicated Staff



70+ Field Offices



Trusted Global Brand



Complete Solution



Help Facilitating Complex Process

Key Partner Programs & Tools



Deal Registration Program



Trade-In Program



Vertiv™ Incentive Program (VIP)



Vertiv™ Rack Configurator



Sales Attache

Brands

Avocent®
IT Management

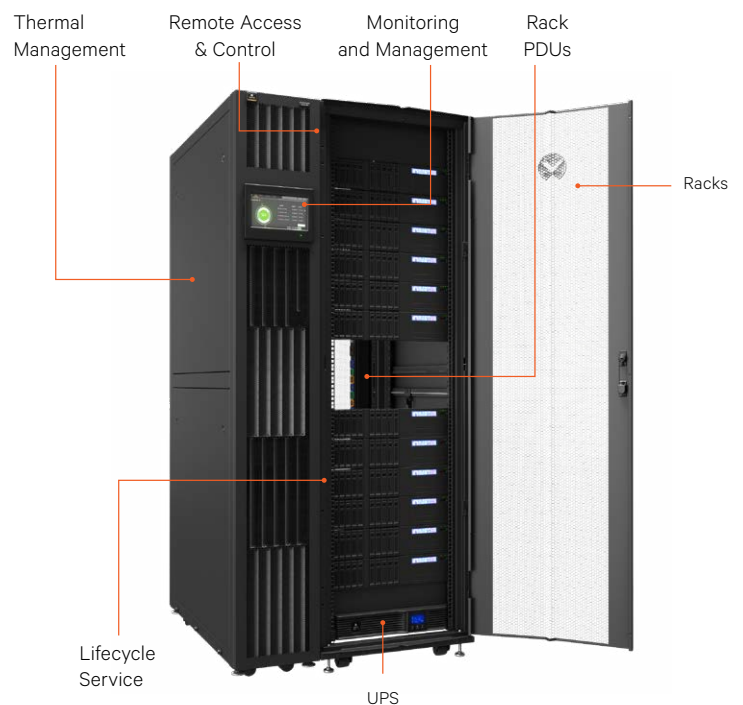
Liebert®
AC Power and Thermal

Chloride®
Industrial Power





Netsure™
DC Power

Geist™
Rack PDU

Cybox™
Secure KVM



Program Benefits

	 Silver	 Gold	 Platinum	 Diamond
Partner Program				
Partner Portal Access	X	X	X	X
Partner Badges	X	X	X	X
Quarterly Partner Webcast	X	X	X	X
Incentives				
Best-in-class Deal Registration Program*	X	X	X	X
Vertiv™ VIP Rewards	X	X	X	X
Distribution and Partner Promotions	X	X	X	X
Growth Rebates*				X
Training				
Access to Vertiv Learning	X	X	X	X
On-demand access for past webcasts	X	X	X	X
1:1 Training with Product Experts				X
Marketing Support				
Content and Collateral	X	X	X	X
Co-Branded Materials		X	X	X
Marketing Co-op Funds				X
Listing on Vertiv.com				X
Sales Engagement				
Pre-Sales/Post-Sales Support	X	X	X	X
Local Sales Manager			X	X
Product Selector	X	X	X	X
Sales Attache	X	X	X	X