

Benefits

As an authorized Vertiv Partner, you'll have access to:

Partner Portal

A dedicated partner resource web site that includes easy access sales tools and other partner-related information to help you qualify and drive business.

Project Registration

Authorized partners can protect their investment in finding and developing a project.

Sales Tools

Gain access to exclusive information such as features, benefits, objection handling, prospecting questions and competitive differentiators for every product sold.

Marketing Resources

Whether you want to generate more leads and opportunities or promote your partnership with Vertiv, our marketing resources can help!

With content syndication, social media syndication and email marketing tools and marketing collateral, Vertiv provides everything you need to successfully reach your customers.

Vertiv University

A cloud-based learning tool designed to give you comprehensive knowledge of Vertiv through online courses so you're better equipped to sell our products.

Dedicated Sales Support

Our highly skilled field representatives and dedicated inside sales representatives work alongside your team to identify and solve customer challenges and drive revenue for your business.

Provide More Solutions. Gain Unparalleled Support. Maximize Your Profits.

The Vertiv Partner Program is designed to empower distributors and resellers to meet the complex customer demands around edge computing, digitalization and other disruptive trends facing today's data center and wider IT landscape.



Find out what teaming up with Vertiv will do for you.

- **Solve more customer problems** with the industry's most formidable array of data center critical infrastructure, services and management solutions
- **Close more orders** with the help of an unparalleled local sales support team
- **Maximize financial rewards** for delivering added value to your customers
- **Sell more third-party IT equipment** by removing infrastructure barriers to growth and project implementation

No other power, cooling and infrastructure management provider will do more to contribute to the bottom-line success of your business.

Joining the Vertiv Partner Program enables you to better sell products across the Vertiv product portfolio, including the Avocent®, Geist™ and Liebert® brands.

Products & Solutions:

- Racks and PDUs
- Thermal Management
- UPS Backup Power
- Infrastructure Monitoring & Management
- KVM & Serial Consoles
- Services

Award-Winning Partner Program



Vertiv Advanced Specialization Program

The Vertiv Advanced Specialization Program gives you the training and expertise you need to keep your customer's IT infrastructure running without interruption. With pre-set discounts, rebate and MDF on applicable products, and training and accreditation on the Liebert® EXM, Liebert EXS, Power Assurance Package on the Liebert EXM, Liebert EXS and SmartRow, the Vertiv Advanced Specialization Program helps you keep pace with the ever rapidly changing technology and solution landscape.

About Us

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.

Industry Expertise



Healthcare



Retail



Education



Federal
Government



State/Local
Government

Locations



Network
Closet



Micro
Data Center



Edge
Data Center



Core
Data Center



Colocation
& Cloud

Products & Services



Power
Management



Thermal
Management



IT
Management



Software &
Controls



Integrated
Solutions

Whatever Your Business Model, the Vertiv Partner Program is Built for You.

Solution Providers

Help customers resolve power, cooling and infrastructure management challenges using best-in-class solutions and expert local support.

Electrical Distributors

Provide technologies and solutions to resellers, contractors and dealers who help customers migrate, build, consolidate or plan a new data center.

Contractors

Provide expertise in planning, architecting, installing and deploying infrastructure solutions.

Direct Market Resellers

Help small and medium-sized customers select the right products and solutions through online catalogs and phone support.



Join a Winning Team:
www.Vertiv.com/partners