

Server Technology's Channel Partner Program

Key Reseller Benefits:

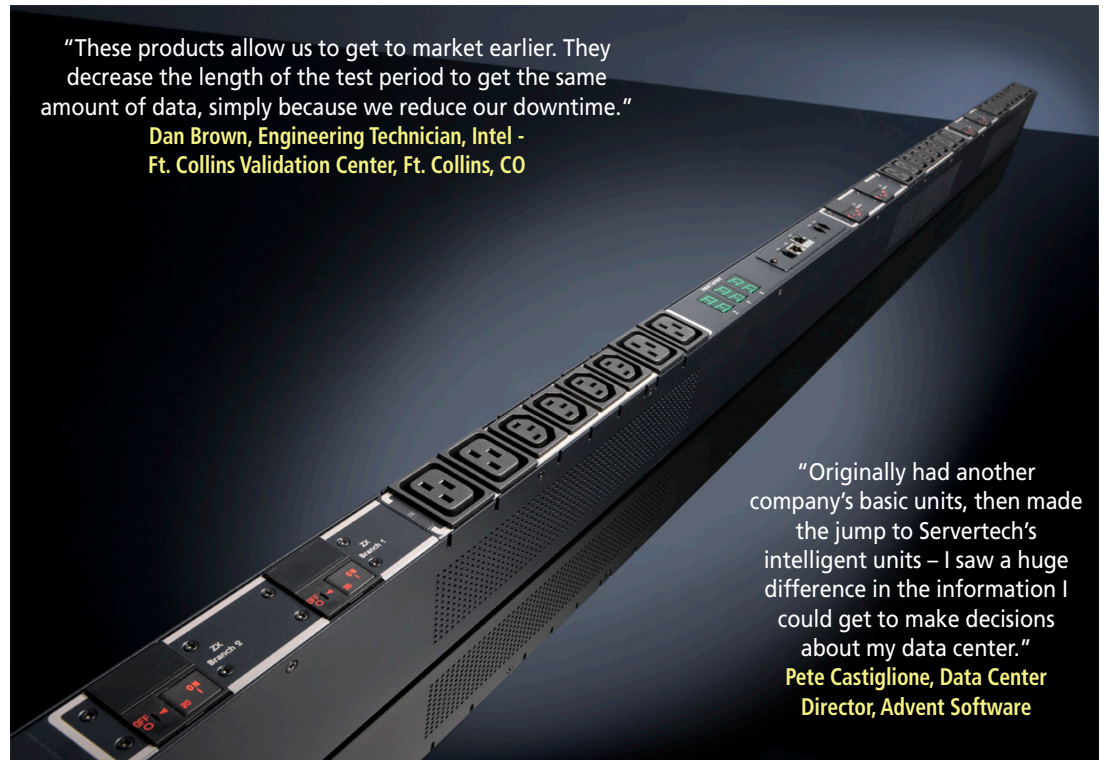
- > Power Rewards Program: Designed to reward our registered partners for developing and winning new business opportunities
- > Opportunity Pricing Protection: Easy, web-based opportunity registration and protection with unique registration number confirmation
- > Profitability: Discounted pricing to registered partners allows you to earn higher profit margins based on Channel Partner levels (Gold, Silver, Bronze)
- > Company support: Regional sales support combined with a dedicated inside sales team and a 24x7 technical support team are available to support you in the field and help you close deals.
- > Power Certification Training with Power Partner, Power Premier and Power Expert levels
- > Recognition program: Highest earning resellers make Reseller of the Year status
- > Annual and quarterly incentive programs: Earn SPIFFs for reaching sales goals.
- > Quarterly Score Card Program: Monitor your sales to reach a new partner level
- > Comprehensive sales & marketing support: All the tools you need—training materials, presentations, white papers, product information, case studies and news

Become a reseller for the world's best power monitoring & measurement products & solutions

Server Technology, the global leader for Cabinet Power Distribution Units (CDUs)[™] and Cabinet Power Management Solutions for data centers and telecommunication operations, offers you just what you need in a partner program: Best in class, in-demand power management products and solutions, higher profit margins to make you successful and unique Power Rewards[™] partner benefits.

"These products allow us to get to market earlier. They decrease the length of the test period to get the same amount of data, simply because we reduce our downtime."

Dan Brown, Engineering Technician, Intel - Ft. Collins Validation Center, Ft. Collins, CO



"Originally had another company's basic units, then made the jump to Servertech's intelligent units – I saw a huge difference in the information I could get to make decisions about my data center."

Pete Castiglione, Data Center Director, Advent Software

Products & solutions designed for today's data center and communication network operations.

For over 25 years, Server Technology has been providing the world's biggest companies with trusted power management solutions. Solutions to improve uptime and energy efficiency while reducing carbon footprint and operating costs. Solutions that provide the critical monitoring and measurement information needed to run today's data centers and telecom operations – better and smarter. Intelligent cabinet-level power distribution units (CDUs) that set the industry-standard for quality and functionality.

97% of our customers buy from us again. And again. And again.

We believe that says something about us. About the quality, performance and reliability of our products. About the speed in which we deliver them. And about how our people take care of customers with service, product knowledge and technical support. It's why the top Fortune 500 companies order from us and trust us to deliver.

For more information about Server Technology's Channel Partner Program, contact Jeremy Swanner, jeremy.swanner@servertech.com, 405-527-1848.

