Solutions Partner Program

Join the Movement to the Alternative Cloud
Accelerate revenue and help your clients innovate faster, modernize their infrastructure, and deliver digital experiences with better ease and affordability.

Linode is the alternative to costly and complex hyperscale cloud providers. As the world’s largest independent cloud provider, we’re able to uniquely support the needs and business goals of our partners, by giving you the ability to:

- Improve margins without sacrificing performance
- Provide solutions that include 100% human support your customers can rely on
- Scale on a platform with proven reliability
- Eliminate vendor lock-in
- Offer a smarter alternative for multi-cloud management
- Design solutions with no pricing surprises

Serving nearly a million developers and organizations around the world, Linode accelerates innovation by making cloud computing simple, affordable, and accessible to all.

Join the movement to a simpler, alternative cloud: **Linode.**
Accelerate Your Success, Join the Movement

Simplify the cloud for your customers and create new revenue streams for your business. Join our partner community and get the infrastructure experience that you deserve and your customers demand.

LINODE AT A GLANCE

<table>
<thead>
<tr>
<th>2003</th>
<th>800,000+</th>
<th>11</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOUNDED</td>
<td>CUSTOMERS WORLDWIDE</td>
<td>GLOBAL MARKETS</td>
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<table>
<thead>
<tr>
<th>3</th>
<th>200+</th>
<th>100%</th>
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<tbody>
<tr>
<td>YEARS BEFORE AWS</td>
<td>EMPLOYEES</td>
<td>INDEPENDENT</td>
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<thead>
<tr>
<th>197</th>
</tr>
</thead>
<tbody>
<tr>
<td>COUNTRIES</td>
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Atlanta Dallas Frankfurt Fremont London Mumbai Newark Toronto Singapore Tokyo Sydney
REGIONAL DATA CENTERS

“Linode offers us great infrastructure to run applications and software in safe environments with great connections. We are able to simplify technology for our clients.”
Configr
Brazil

“Linode significantly contributes to Cloudnet’s ability to offer its customers unparalleled hosting services.”
Cloudnet
Sweden

“With other cloud vendors, pricing is not as clear as it should be, and support is an afterthought. Linode’s pricing is transparent and the same all over the world.”
Configr
Brazil
Partner Engagement

Whether you’re an agency, systems integrator, consultancy, incubator, or an app developer – Linode is the cloud of choice for the tools, technology, and support you need to accelerate your business.

Who are Linode partners?

Resellers
Companies that integrate cloud infrastructure into their offerings and sell to their clients (such as value-added resellers or distributors).

Platform Builders
Companies that build technology or create solutions that integrate with or run on the cloud (such as application builders, software vendors, and SaaS companies).

Service Providers
Companies that provide consulting and integration services, cloud migrations, or manage customer application workloads (such as system integrators, agencies, and managed service providers).
Program Levels

The Linode Partner Program provides a growth path for organizations to receive additional benefits as they scale the Linode Cloud.

**PARTNER PROGRAM BENEFITS**

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**ESSENTIAL**
Ideal for early stage companies or growing organizations building out their cloud solutions.

**PARTNER BENEFITS**
- Partner portal access
- Linode partner logo
- Sandbox credits
- Access to our global community, thousands of guides, and video tutorial library
- Sales and marketing resources
- Go-to-market training materials

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**PROFESSIONAL**
Designed for experienced Linode partners with higher monthly spends looking for greater support and benefits.

**PARTNER BENEFITS**
- Co-marketing initiatives
- Access to solution engineering support
- Partner directory listing
- Partner-specific pricing discounts
- TCO assessment tools
- Cloud benchmarking reports

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**STRATEGIC**
A must for larger companies requiring dedicated solution engineers and customer success, along with custom marketing support.

**PARTNER BENEFITS**
- Dedicated Solutions Engineer
- Dedicated Customer Success
- Dedicated marketing team support
- Market development funds
- Press release support
- Invitations to invite-only events
Support Benefits

Linode makes it easy for our partners to deploy and scale their customers in the cloud. We offer partner-specific pricing, tools, support, and technology to accelerate growth and improve margins.

<table>
<thead>
<tr>
<th>Monthly Spend</th>
<th>ESSENTIAL</th>
<th>PROFESSIONAL</th>
<th>STRATEGIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $500</td>
<td>$500 - $20,000</td>
<td>$20,000 +</td>
<td></td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Discount</th>
<th>ESSENTIAL</th>
<th>PROFESSIONAL</th>
<th>STRATEGIC</th>
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<tbody>
<tr>
<td>N/A</td>
<td>5% - 20%</td>
<td>Contact Us</td>
<td></td>
</tr>
</tbody>
</table>

**SUPPORT**

- **Global Community**: ![●](●)
- **1000+ Guides & Video Tutorials**: ![●](●)
- **Priority Support 24/7/365 Phone, Email & Chat**: ![●](●)
- **Partner Portal**: ![●](●)
- **Sandbox Credits**: ![●](●)

**TEAM RESOURCES**

- **Partner Development**: ![●](●)
- **Customer Success**: ![O](○)
- **Solution Engineer**: ![●](●)

○ *Availability determined at the time of request.*
# Marketing Benefits

Partners can tap into Linode’s marketing resources, channels, and expertise to increase awareness and drive customer engagement.

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</table>

**MARKETING SUPPORT**

- Partner Logo
- Sales Enablement Collateral & Training
- Co-marketing Initiatives
- Partner Directory Listing
- Press Release Support
- Invitations to Invite-Only Events
- Market Development Funds

**TOOLS**

- TCO Assessment Tools
- Cloud Benchmarking Reports

**TEAM RESOURCES**

- Partner Marketing Specialist

○ Availability determined at the time of request.
Grow Your Customers’ Business in the Cloud

**Linode Partner Pricing**
Our pricing is always transparent, predictable, and offers the best price-performance ratio in the industry. Partners receive product and multi-year term discounts to fuel growth and protect margins.

**Partner SLA**
Solution providers depend on Linode to deliver consistent service and predictable performance. Linode supports you with a 99.9% SLA and compensation for any dips below that uptime.

**Co-Marketing Opportunities**
Linode’s marketing team is ready to develop content, press releases, events, advertising, and help with other outreach. Partners receive a Linode Partner Logo, sales enablement collateral, and market development funds (depending on partner tier) to support the relationship.

**Not The Usual Credit System**
Credits alone don’t solve your business problem and shouldn’t dictate how you build your infrastructure. We’ll work with you to figure out the best approach to help you achieve your goals.
Infrastructure Experts Provide Consultative, Logistical Support, and Strategic Planning

A Team to Surround You

Partners get matched to a success team of infrastructure and marketing experts, including a Partner Development Manager, a dedicated Customer Success Manager, and a Solutions Engineer.

**Partner Development Manager (PDM)**

PDMs start by helping you understand Linode and then stay with you as you work to develop a strategy for your customers. Your PDM can help provide and refine Linode messaging, manage your Linode leads, and help you close new business.

**Customer Success Manager (CSM)**

Your CSM is a dedicated resource ensuring your Linode resources align with your goals. Not only is your CSM your biggest advocate, but they also help educate your team through business reviews, strategic guidance, best practice sharing, and operational support.

**Solutions Engineer (SE)**

Our SEs work with business owners and technical users alike, partnering with you to manage your production environments and resolve complex issues. SEs are focused on delivering the best solution from Linode and working with development teams to build long-term solutions.

**Partner Management Specialist**

Leverage comprehensive marketing support and a dedicated marketing specialist to develop the right go-to-market plan to help take your business to the next level.
Technical and Support Resources to Deliver for Your Customers

**Linode Support Team**
Award-winning 24/7/365, 100% human support.

**Expedited Partner Support**
Response time is important to your business. As a member of our partner program, your support tickets will be expedited so you can resolve issues or questions as quickly as possible.

**Educational Resources**
Linode docs and guides cover a variety of topics to help you with the what, the why, and the how of modern software development, supported by webinar and training courses.

**A Partner Community**
As our start-up program grows, so does your community of founders, inventors, and influencers. We’ll bring our partnership ecosystem together virtually and in-real-life whenever we can.
Linode Solutions & Network
Build, Release, and Scale Faster with Virtual Machines and Tools for Every Workload

**COMPUTE**

- **Kubernetes**
  Efficiently orchestrate containerized applications

- **GPU**
  Speed up complex compute jobs
  Plans range from 32-128GB RAM starting at $1000/mo

- **Dedicated CPU**
  For CPU-intensive applications
  Plans range from 4-96GB RAM starting at $30/mo

- **High Memory**
  Maximum RAM configurations
  Plans range from 24-300GB RAM starting at $50/mo

- **Standard Linodes**
  Balanced power and performance
  Plans range from 2-192GB RAM starting at $10/mo

- **Nanodes**
  Powerful entry level virtual machines
  Plans include 1GB RAM for $5/mo

**STORAGE**

- **Block Storage**
  Reliable and scalable storage
  Plans range from 10-1024GiB starting at $1/mo

- **Object Storage**
  Store and deliver large volumes of content and data
  Plans range from 250GB-10TB Pay only for what you use, starting at $5/mo

- **Backups**
  Safe and simple cloud backups
  Plans start at $2/mo, scales based on RAM and plan type
Advanced Tools and Resources to Get the Most Out of Your Applications – and the Docs to Show You How

Cloud Manager
Easily create and manage your infrastructure in an intuitive UI

Linode API
Manage your Linode via our API

Linode CLI
Command line access to your Linode infrastructure

One-Click Apps
Deploy applications quickly on VMs and Kubernetes clusters

Linode Marketplace
Diverse catalog of One-Click Apps

Integrations
Leverage powerful third-party tools

POPULAR INTEGRATIONS

\[\text{cPanel} \quad \text{HashiCorp Terraform} \quad \text{RANCHER} \quad \text{WooCommerce}\]
Secure Your Network, Balance Traffic, Control Your Global Infrastructure

NodeBalancers
Intelligent traffic load distribution for $10/mo

DNS Manager
Create and manage DNS records, included in your Linode plan

Advanced DDoS
Protection from network attacks, included in your Linode plan

Cloud Firewall
Secure and manage access to your Linodes, included in your Linode plan

VLAN
Create a private L2 network for secure communication between linodes, included in your Linode plan
Secure and Reliable Networking Through our Global Network Backbone

Linode operates data centers in 11 countries across the globe to offer our customers the lowest latencies possible while lowering the friction of scale. These data centers communicate with one another, forming Linode’s global network backbone, which allows data to move quickly and securely without ever needing to pass through the open Internet.

Our newest data centers are in Sydney, Mumbai, and Toronto, and are already servicing over X,XXX customers.
Solutions Partner Program

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Contact Us
partnerships@linode.com
linode.com/partners