

Droplet Computing Partner Network

Redefining Application Delivery with Droplet Computing

The Droplet Computing Universal Container allows you to deliver applications without the need to repackage or virtualize them using third-party solutions, and instead delivers them in exactly the same way as you would deliver them currently. Only now your applications are made fully portable by delivering them into a containerized environment, the Droplet Universal Container, that is completely portable, runs within your browser, regardless of device and whether you are online and offline.



About the Partner Network

The Droplet Computing Partner Network has been designed to help our partners grow their business by allowing them to accelerate and build a portfolio of services & solutions designed to deliver application freedom and user choice.

Benefits: The highlights



- Generous reseller margins to maximize and increase earning potential
- Opens up new services-based opportunities
- Online deal registration portal for deal protection
- Collaboration on customer case studies with the Droplet PR team
- Joint go-to-market activities such as supported seminars and webinars
- Sales and technical training
- Customizable sales & technical collateral
- Online partner team collaboration

Why work with Droplet Computing?



- Droplet Computing delivers a unique patent-pending application containerization solution that currently has no direct competitors
- The only solution that enables offline working
- Set applications free, allowing your customers to use their choice of applications on their choice of device
- Provide an alternative solution when VDI and app publishing are deemed too expensive or complex to deploy
- Simple deployment with minimal backend infrastructure

The Benefits

Featured use cases

OS & APP MIGRATION

Old OS's are still out there even though they went end of life sometime ago. This means that security & patching vulnerabilities are a big problem, as the OS is no longer maintained. This is key as there are applications that have a dependency on that OS, but you are stuck in the conundrum of new hardware not being able to run the old OS, and applications will not run on newer OS's.

With the Droplet Computing Universal Container you can decouple the apps from the old, containerize them, and deliver them to both new hardware and new OS's, as well as enable both online and offline working.

APPLICATION PORTABILITY









End users have to run "cut-down" versions of their apps as they are the only versions available for the particular device they use, resulting in a compromised end user experience with the app just not being good enough, or in some cases there just simply isn't an alternative version.

There is also the issue of compatibility with other platform versions of the 'same' app where the documents you create do not open on these other versions.

With the Droplet Computing Universal Container you can decouple the "real" versions of your apps, containerize them, and deliver them to any device including x86 as well as ARM.

Partner benefits

By joining the Droplet Computing Partner Network you will enjoy the following benefits:

-  Opportunity to earn additional 5% margin for registered deals and Partner Portal activity
-  Additional 5% margin opportunity for over-achieving partner revenue goals, applied retrospectively
-  NFR licenses for internal use and for setting up customer demo environments
-  Access to marketing funds for partner lead marketing activities and events
-  Online collaboration tools for partners to work and share content internally, as well as sharing with the Droplet Computing team
-  Lead distribution
-  Comprehensive sales and technical training to allow partners to position and sell the Droplet Computing Universal Container
-  Partner focused collateral for use with customer marketing as well as cheat sheets and battlecards

Become a Droplet Computing partner

To join, and become a member of the Droplet Computing Partner Network, and start to set apps free, [click here](#) to visit our dedicated partner site, or go to <https://partners.dropletcomputing.com/> to sign up for your partner account.

Once approved you will have access to your own dedicated pages where you can share content with your internal teams, as well the Droplet Computing partner team, as well as register your deals.

