

one idera PARTNER PROGRAM

One Idera Partners are the thought leaders in their fields. They dominate their markets with superior customer service and technical leadership. Idera plays a key role in their business success, providing strategic advantages, driving significant revenue, and supporting business growth. With over 12,000 global customers and three product lines, Idera has built a strong brand with a solid reputation for quality. Don't just take our word for it; our customers reward us every year with one of the highest retention rates in the industry.

Why do our Partners select One Idera?



MARKET LEADING PRODUCTS

With three world class solutions to choose from, One Idera partners have a tool for every APM need at their disposal.

idera

Idera's SQL product line delivers high performance monitoring, backup, administration, security, and compliance solutions so you can deliver world-class service to your Microsoft® SQL Server customers.

precise

Precise manages performance from click to storage, compressing mean time to resolution from weeks to minutes. Precise offers your customers true enterprise performance management with an integrated solution for SAP, PeopleSoft, custom applications, EMC storage, VMware environments, and every popular commercial database management system.

up:time software

Uptime provides a "single pane of glass view" of your customers' IT infrastructures. Uptime provides a highly scalable IT monitoring solution that enables you to track and control the performance, availability, and capacity in every type of IT environment - on-premise, hosted, in the cloud, or hybrid.

REVENUE GROWTH AND MARGIN

One Idera Partners can leverage Idera products to reach new customers and expand the services they provide to existing customers. Partners enjoy generous discounts that drive healthy margins for their product sales. In addition, Idera products support our Partners' service business, often providing new opportunities for value added services. Performance management engagements, environmental health checks, capacity planning consulting – these are just a few of the many new opportunities that our Partners realize leveraging Idera tools.

ENHANCED SERVICE OPPORTUNITIES

As a service provider, your reputation is your most important marketing tool. Idera products can help you build an even stronger reputation by helping to identify performance issues before they impact your customers. Our tools can also help your team boost their reputation as system experts by routinely identifying the root cause of performance issues in hours, not months. One Idera Partners quickly become trusted advisors to their customers using our technology.

ONE IDERA MAKES IT EASY TO GET STARTED

Supporting a strong network of Partners is a key business strategy for Idera. Your success is our success. Our Rapid Onboarding process helps to get new Partners up to speed quickly. Our Pilot Partnership program pairs your team with our experienced sales team to guide you through the first sales opportunities – all at no cost to you. We provide proven sales and technical training to build on your success.

GET STARTED TODAY

If you are committed to growing your business, we are ready to help.
[Contact us today](#) to learn more about our One Idera Partner program.

JOIN US >>

“ With more than 17 years’ experience as Idera One Partner, I can say that Precise has been a key factor in the growth of my business. In addition to providing great margins on new sales, Precise helps me to grow and support my service business, driving outstanding revenue growth. Precise is a key part of our service strategy – it is the tool we need to demonstrate ROI to our customers by identifying and resolving performance issues quickly. Precise also protects our service margins by helping our techs get to the bottom of complex issues quickly. Our customers know and trust Precise to keep their most critical applications running at peak performance. ”

Cesar de Afonseca e Silva Neto
CEO at Leadcomm
Idera One Partner since 1998

