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Partner Program 2024

Become an O&O Partner today and secure attractive partner benefits!

Dear Partner,

Since 1997, we have been developing innovative solutions for Windows at our Berlin, Germany location, supporting millions of users worldwide in their daily work. Your trust as our partners plays a central role in this, and we have been grateful for it for over 26 years.

To show our appreciation for this long-standing partnership, we have made our Partner Program even more attractive for 2024. As part of our expanded Partner Program, we offer you exclusive discounts and opportunities to increase and sustain your sales with our products.

Enjoy the convenience of ordering our products at any time through our secure partner area and receiving them within minutes – easy, fast, and on account.

Some highlights of our improved Partner Program include:

Attractive quarterly promotions: Benefit from additional support when selling our products.

Your promotion ideas count: Share your individual promo ideas for our products directly in the O&O PartnerWeb. We will immediately get in touch with you to optimally realize your ideas.

Special solutions for Managed Service Providers and IT Technicians: Discover tailored offers like O&O BlueCon for disaster recovery and O&O Syspectr for IT remote management, including premium modules such as Intel vPro support.

If you have any questions or concerns, your personal contact or our Technical Support is available to provide quick and effective solutions.

We look forward to making 2024 a successful year together with you!

Warm regards,

Olaf Kehrer, Co-founder and CEO of O&O Software GmbH, est. 1997

Your benefits as an O&O Partner



Attractive profit margins on all desktop products.



Personal care from a dedicated contact person who competently supports you with customer inquiries and projects.



Comprehensive onboarding to familiarize you thoroughly with our partnership and products.



Direct access to O&O's technical support for quick and efficient assistance.



Exclusive access to a secure partner area that offers valuable marketing information and a simple ordering system.



Significantly reduced or even free full versions of our products for internal use in your company.



Attractive conditions for SystemBuilder editions, ideal for hardware bundles.






The opportunity to be listed as an official partner on our website.

Partner Levels 2024

The choice is yours! Depending on your business focus, we offer various partnerships, each with numerous benefits. Regardless of the type of partnership that is relevant to you, you will receive regular updates on the latest product developments and have access to our Technical Support team.

For Resellers

Benefits	 Authorized Partner	 Authorized Partner Gold	 Authorized Partner Platinum
Access to O&O PartnerWeb	✓	✓	✓
Exclusive access to Technical Support	✓	✓	✓
O&O PartnerLetter with special offers	✓	✓	✓
Use of the O&O Partner Logo	✓	✓	✓
Provision of advertising materials	✓	✓	✓
1 h Onboarding (online)		✓	✓
Listing on the O&O Website as a Partner		✓	✓
Access to the O&O SystemBuilder Program		✓	✓
Partnership certificate		✓	✓
Marketing support		✓ ¹	✓ ¹
Project protection is possible		✓	✓
10 licenses O&O DiskImage Pro ²		✓	✓
Software Pack 50 (Value: 7,117.60 Euro)		✓	✓
Software Pack 100 (Value: 14,235.20 Euro)			✓
Margin	€	€€	€€€
Approval as a Partner ³	Required	Required	Required
Duration ⁴	1 Year	1 Year	1 Year
Fee	Free	200 Euro yearly*	500 Euro yearly*

¹ Can be applied for on a project-specific basis and requires a written agreement.

² Licences for resale - are sent by e-mail at the start of the contract and annually when the contract is extended.

³ Completion and submission of the Partner Application is required for membership in the O&O Partner Program 2024

⁴ Duration of partnership is one year upon date partnership was established. Extension is not automatic and must be confirmed every year.

* All prices and fees are net.

For Managed Service Providers

Discover the benefits of our O&O Authorized MSP partner level, specially developed for Managed Service Providers. As part of this program, you will benefit from a prominent listing as a Managed Service Provider on the O&O Syspectr website (syspectr.com), significantly increasing your visibility to potential customers.

In addition, the O&O Authorized MSP Partner level enables you to build and maintain customer relationships based on advanced Intel vPro technology. This additional qualification enables you to offer your customers an even more valuable service and to position yourself in the market as a preferred provider of managed services.

Benefits



Can be combined with other partner levels	✓
Exclusive access to Technical Support	✓
Conclusion of a Data Processing Agreement possible for MSP customers	✓
1h Onboarding for O&O Syspectr	✓
Listing on syspectr.com as an O&O Authorized MSP	✓
Management for Intel vPro/AMT for up to 200 Endpoints in O&O Syspectr free of charge	✓
Approval as a Partner (5)	Required
Fee	200 Euro*/Year
Duration (6)	1 Year

⁵ The prerequisite for successful qualification is the use of an annual licence of O&O Syspectr MSP Edition.

⁶ Duration of partnership is one year upon date partnership was established. Extension is not automatic and must be confirmed every year.

For IT Service Technicians

As an O&O Authorized Technician you receive a versatile rescue system with O&O BlueCon. The technician license enables you to carry out system rescues on an unlimited number of customer systems using a Boot Media. This tool is a valuable addition to your range of services and enables you to act as a competent problem solver even in seemingly hopeless cases.

Benefits



Can be combined with other partner levels



Exclusive access to Technical Support



O&O BlueCon Tech Edition during runtime



Fee ⁷

50 Euro/Year

Duration ⁸

1 Year

Use cases

- ✓ Restoring accidentally deleted data
- ✓ Backing up and restoring data
- ✓ Driver problems and service issues
- ✓ Secure deletion of data volumes
- ✓ Resetting passwords
- ✓ Partitioning hard disks
- ✓ Combat errors in the registry database
- ✓ Advanced error detection – EventViewer and CheckDisk
- ✓ Locating and removing data
- ✓ Downloading additional tools: Integrated web browser
- ✓ Creation of a PXE Boot Medium direct from the Boot Assistant
- ✓ Bitlocker drives can be unlocked and accessed
- ✓ Scripting over Windows networks
- ✓ Support too for Hyper-V

⁷ If you pay the fee for 1 year in advance, you only pay for 10 months (€ 500.00 net)

⁸ Duration of partnership is one year upon date partnership was established. Extension is not automatic and must be confirmed every year.

Overview of Software Packages for own use (NFR)

We have put together three attractive Software Packages exclusively for our partners, which give you access to our top products for use in your own company at a particularly favorable annual price. These special packages are only available to authorized partners. Each partner has the option of purchasing each package up to two times to provide even larger locations with the necessary licenses. Take advantage of this opportunity to optimally equip your company with our first-class solutions.

Product	Pack 50	Pack 100
Professional Edition	50	100
O&O DiskImage		
O&O SafeErase		
O&O Defrag	5	10
Server Edition		
O&O DiskImage		
O&O SafeErase	Valid for one year	Valid for one year
O&O Defrag		
Licensing terms and conditions ⁹		
Ordering	Authorized Partners only	Authorized Partners only
Price	200 Euro yearly	500 Euro yearly
Value ¹⁰	7.117,60 Euro	14.235,20 Euro

⁹ Licenses are full versions whose validity is limited to one year starting from date of order or establishment of partnership.

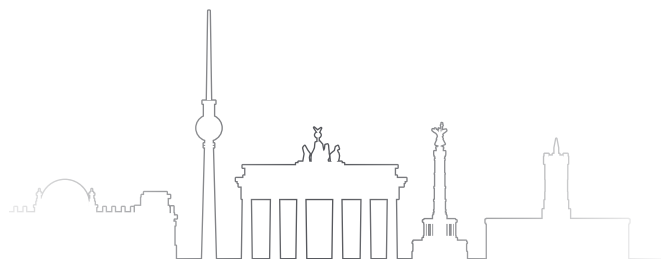
¹⁰ Value is calculated based on the suggested net retail price of the corresponding product.

Convincing reasons for a partnership with us:

Since 1997, we have been developing customized Windows solutions in Berlin that focus on everything to do with your data: Backing up, rescuing, optimizing and protecting. Our focus is on small and medium-sized enterprises, whose needs we understand precisely - because we are an SME ourselves. Our technology is standardized and scalable so that it can also be used in large company environments without any problems.

Managed Service Providers (MSPs) and IT Technicians will find exactly the tools they need to provide their customers with a first-class service. Our products support millions of Windows users in their work every day, helping to save costs and optimize workflows.

We are an agile company that takes the feedback and suggestions for improvement from our partners and customers seriously and incorporates them into our product development and service. Our goal is to achieve success together with our partners.



Contact us

We are happy to answer your questions personally! Please give us a call or send an email.

Telephone +49 (0)30 991 9162-00

Email partner@oo-software.com

Further information can be found in our O&O PartnerWeb

<https://www.oo-software.com/de/partner>

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