

Omni Partner Program

Do you have customers who would benefit from our proven portfolio of Novell GroupWise, eDirectory, NetWare and SUSE Linux Enterprise Desktop solutions? Interested in new revenue opportunities? Are you passionate about customer service as we are? **If so, let's talk.**

Leading Novell® application developer looking for
"Just the Right Partners"



Over 180 Partners World-wide

Omni works with over 180 Omni Authorised Partners and Resellers world-wide to serve our "shared" customers. Omni is well positioned to help you sell deeper into your customer accounts and relieve significant customer pain.

What's in it for You?

- Proven portfolio of Novell enhancement solutions
- New upsell and cross-sell opportunities in your customer accounts
- Added credibility by partnering with a leading Novell application developer
- 20% commission on all Omni product sales for Authorised Partners
- NFR software and support for all Omni products for Authorised Partners
- Increase your customers' ROI on their existing Novell investments
- Omni sales support, training and resources
- Partner promotions and contests

Top 5 Products

1. **eControl:** Delegate user account management to your front-line staff securely
2. **EMU:** Bulk create, manage or delete thousands of eDir, GW or NetMail accounts
3. **Riva:** Push calendar updates, proxy access and more to GroupWise accounts
4. **Desktop Multiplier:** Turn 1 PC into 10! Multi-station Linux desktop solution.
5. **CCUweb:** Create on-line, HTML calendars based on GroupWise or Outlook

Sign up for a Reseller Seminar

Visit www.omni-ts.com/partners or call +1 780.423.4200 to learn more about Omni's Partner Program. Please submit your on-line application by clicking on the "Partner Application" link.

Partner Levels

- **Omni Authorised Reseller**
 - 10% commission
 - No partner fee
 - No sales quota
 - Minimal commitment
- **Omni Authorised Partner**
 - 20% commission on all products and renewals
 - NFR copies of Omni software
 - Sales cycle support
 - Partner resources
 - Special Partner promotions
- **Omni Authorised Distributor**
 - Negotiated commission

See web for full details!

