

FNT Partner Program

FNT Partner Program

Join the FNT Partner Network and
Unlock New Business Potential


TELECOM CERTIFIED



FNT
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[fntsoftware.com](https://www.fntsoftware.com)

About FNT

At FNT Software, we believe in strong partnerships that drive innovation and create mutual success. By joining our global partner program, you'll gain access

to a powerful, market-leading solution for managing Data Center, Telco, and Enterprise IT Infrastructures – trusted by industry leaders around the world.

500+

clients use FNT Command worldwide

2,000+

successfully implemented documentation projects in the past 30 years

30+

years of experience

200+

FNT Software employees

80,000+

hardware assets, services, and applications are contained in the FNT Component Library

50+

partners all over the world

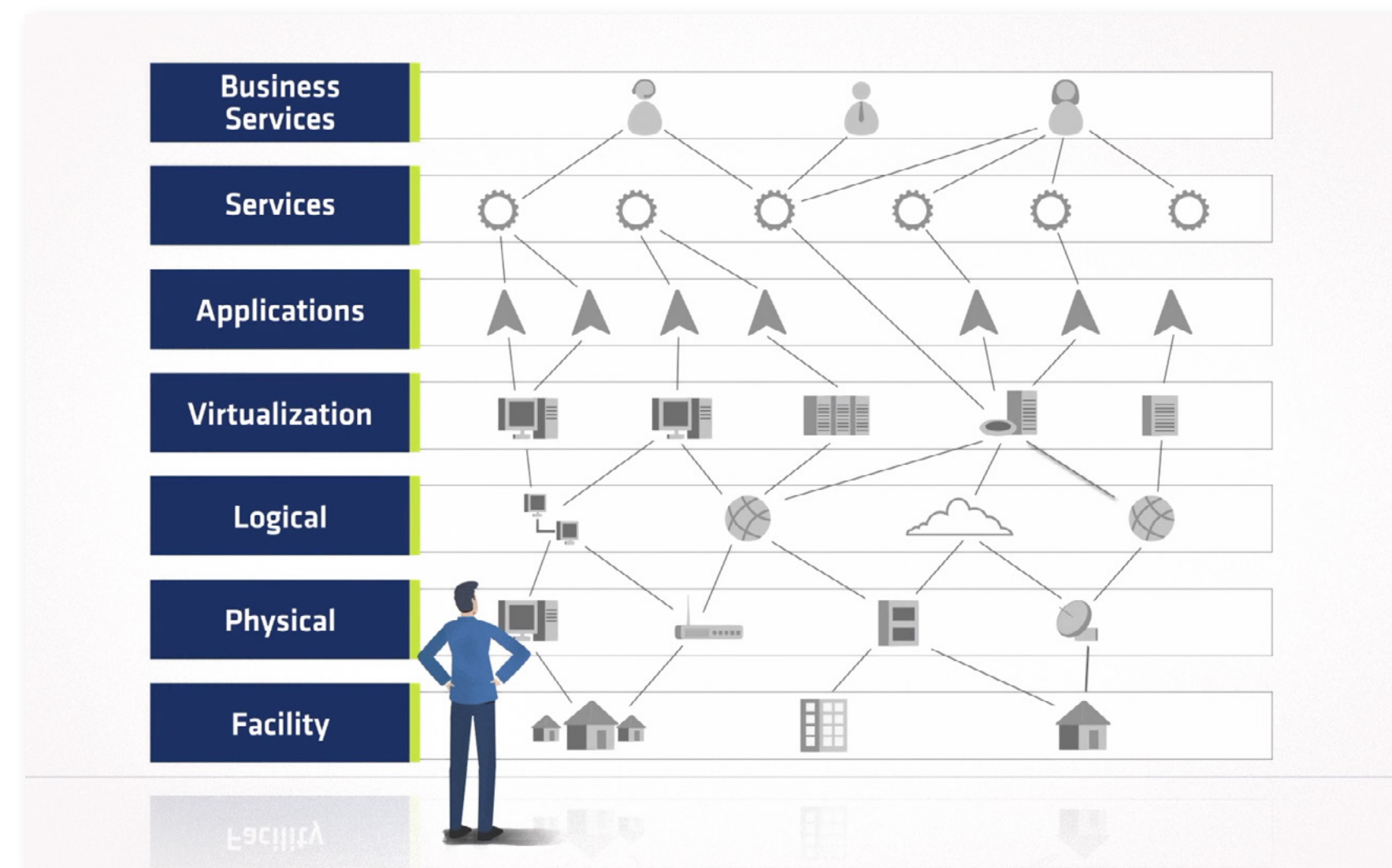


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Do you want to offer your customers a comprehensive solution that makes it easy to document and manage complex infrastructures?

Help your customers move from chaos to clarity.



- ✗ Data is spread over organization silos
- ✗ Various data sources
- ✗ High data complexity
- ✗ Inconsistent and low-quality data

- ✓ Reliable, holistic single point of truth
- ✓ High transparency and data quality
- ✓ A digital asset twin of your IT infrastructure including physical and virtual assets and their dependencies

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Our Customers

500+ clients use FNT Command worldwide



References, Case Studies,
Customer Statements



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Creating Benefits – The Aim of the FNT Partner Program

With our steadily growing network of high-quality partners, we support joint customers all around the world in documenting and managing their IT, Data Center, and Telco Infrastructures more efficiently. From the planning, documentation and full-service

management to the automation and optimization of all IT processes, FNT partners use FNT products to help customers achieve their objectives. Together, we deliver professional business services and targeted IT that maximize business performance.

Key Benefits of the Partnership with FNT



Partner First Strategy

FNT prioritizes partner success through a global network strategy, offering exclusive access to partner events, marketing funds, and first-hand product insights.



Accelerate Sales and Revenue Growth

Benefit from discounts, recurring revenue streams, and opportunities through services, maintenance, and SaaS.



High Cross-Sell Potential

Access multiple growth opportunities through a single-entry point with FNT's comprehensive Command Platform.



Boost Service Revenues

Leverage consultancy, configuration, and integration services with our highly adaptable Command Platform.



A Trusted, Long-Term Partnership

Experience consistent, direct support from onboarding to sales and beyond, fostering lasting collaboration.

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The FNT Partner Program

Become part of a global network by partnering with a **proven, enterprise-grade software platform** used by leading companies worldwide. Our **attractive discount model** and **flexible partner framework** are designed to align with your business strategy and support your unique go-to-market approach.

Stand out in the market with our **professional Partner Certification Program**, showcasing your expertise and building trust with customers. From first contact to successful delivery, we're with you every step of the way – offering **dedicated support during both sales and implementation**.

Partner with us to drive joint business growth, expand into new markets, and driving long-term success with a leading worldwide software platform.

*FNT follows a **partner-first strategy** that places strong emphasis on strategic collaborations, ensuring partners are empowered to create and deliver value effectively.*

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Partner Types

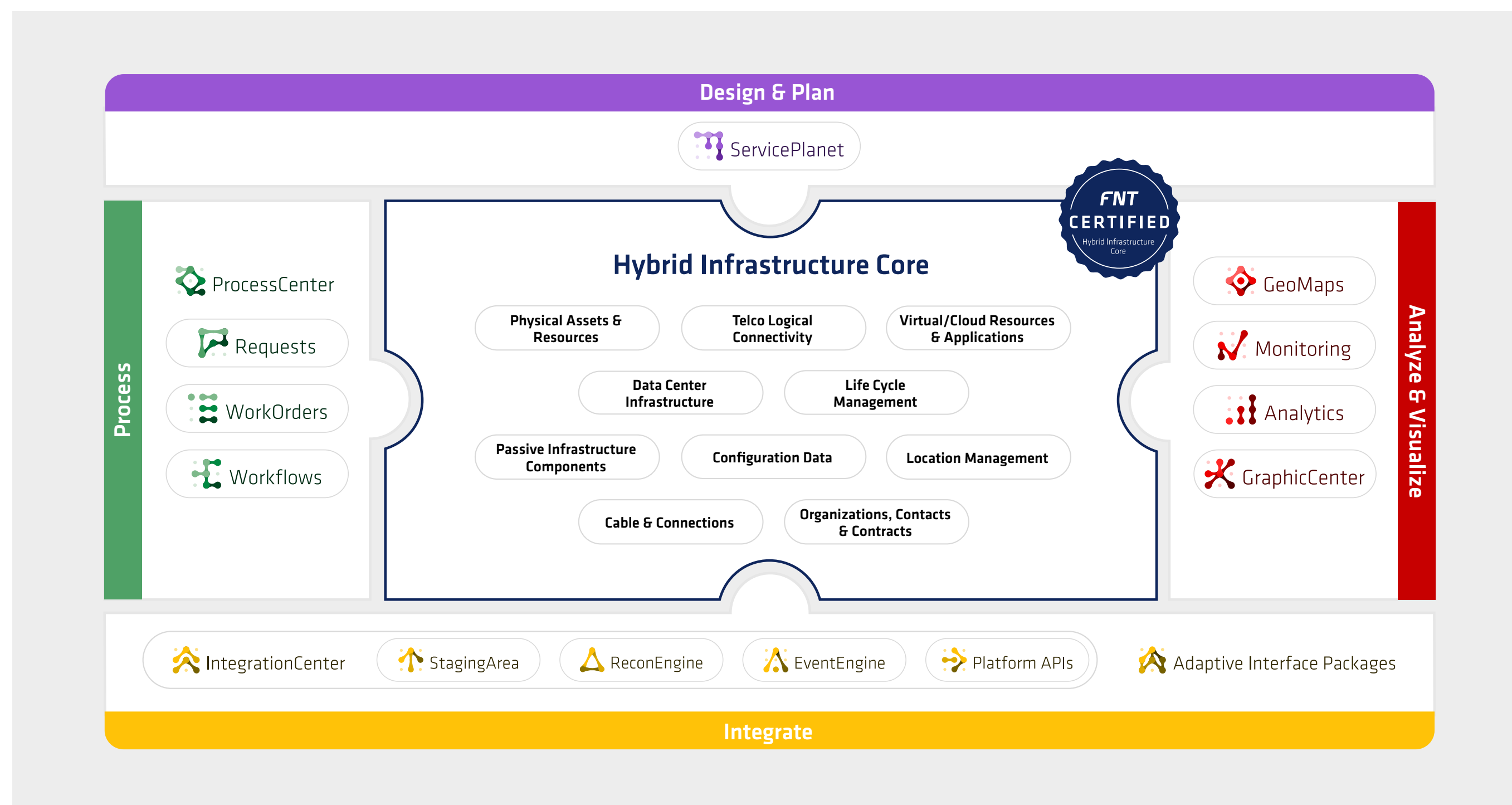
There are different types of partners, depending on the portfolio and field of activity. In addition, our partners have the opportunity to further educate themselves through our extensive enabling offerings and achieve certificates for various areas of our platform.

Referral	Reseller	Support Partner	Services Partner	Solution Integration Partner
Place our solutions in consultations and discussions with potential customers. Referral partners receive a commission for licenses sold on their recommendation.	Authorized to sell FNT products and advise customers on the benefits and applications of the FNT Command Platform, serving as knowledgeable consultants and distributors.	Deliver 1st and 2nd level support, handling customer inquiries, analyzing and reproducing errors, resolving configuration issues, and performing technical diagnostics.	Support the FNT Command Platform through consulting, installation, data migration, and integration with third-party applications of the end customer.	Offer complementary software to FNT, collaborating on joint sales to deliver end-to-end solutions and drive mutual growth through shared opportunities.

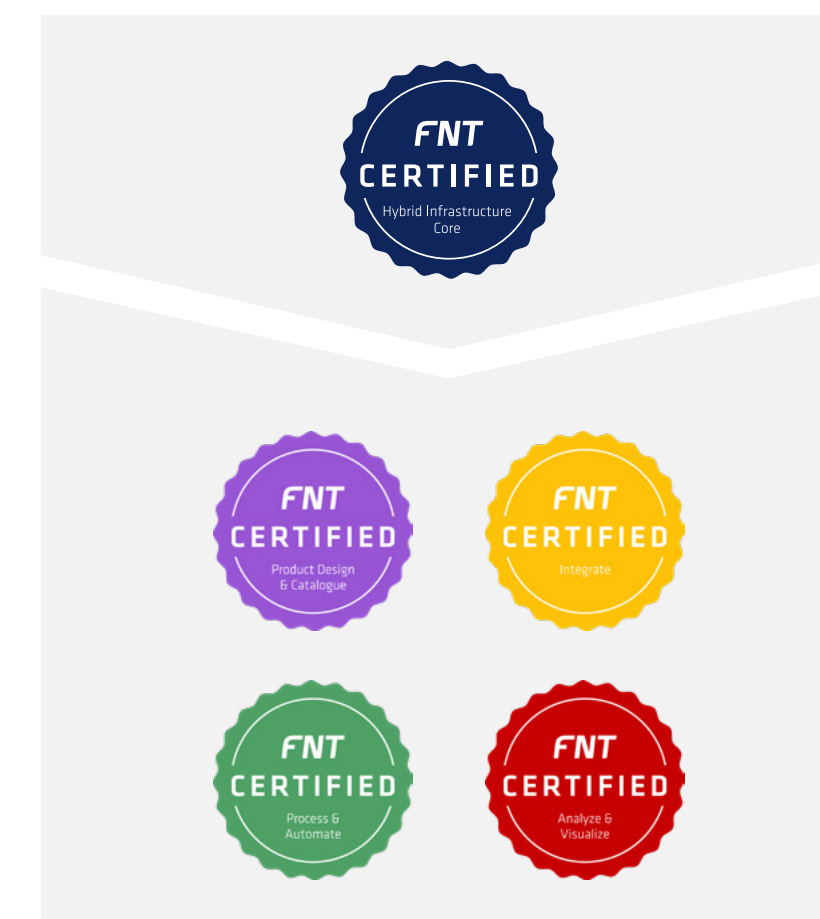
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How to Become FNT Partner

Within our FNT Partner Program, you'll achieve the key certification that showcases your expertise in the Hybrid Infrastructure Core of the FNT Command Platform.



Based on the **key certification**, you can **achieve specific additional certificates** to showcase your skills and full range of capabilities.



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There are **two different ways** to obtain certification as an FNT partner. Within both categories, you will receive **certification credits** according to specific criteria.



FNT Academy Trainings

Participating in trainings is a **key requirement** for certification, as it deepens partners' **expertise** and broadens their **knowledge** - empowering them to deliver exceptional service and tailored solutions to their customers.



Software Revenues

Software revenues **contribute to the certification process** as it reflects a partner's **active engagement** in the market and ensures they have the **practical experience** and expertise needed to deliver proven value and successful outcomes to customers.

Both aspects will result in **certification credits achieved per FNT Command Platform capability**. Simply achieve the **minimum required Certification Credits** per capability and get your certification accreditation.

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Onboarding

On your journey to becoming a certified FNT partner, we accompany you and offer you a phased onboarding process with the aim of getting you to **your first deal** and **first success** as quickly as possible.

Phase 1: Ready to Sell

Objectives:

- Understanding the business values for your customers
- Enable partner employees to sell FNT Software
- Basic knowledge to become “demo-ready”

Resources & Activities:

- FNT onboarding training
- Focus on how to sell FNT Software with dedicated videos and presentations per industry
- Essential information about license model and price calculation
- An extensive portfolio of marketing and sales collateral
- Getting “demo ready” with ready-to-use demo click paths and a cloud-based demo environment
- Ongoing Sales & PreSales support

Get Your First Deal!

Phase 2: Ready to Deliver

Objectives:

- Acquire the official FNT Partner Certification
- Build skills to successfully deliver a project

Resources & Activities:

- Completion of FNT Academy product trainings
- Cover deal-specific requirements and boost product expertise
- Joint delivery through combined partner and FNT resources for the first deal
- Leverage FNT templates and best-practice to deliver the project in a joint approach based on FNTs long-term experience

Make the First Project a Success!

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Mutual Partnership Expectations



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Reasons to Become a FNT Partner

Experience and reliability

FNT has been helping customers in the Enterprise IT, Telecommunications and Data Center sectors grow their business since 1994. Our success is reflected in our own rapid growth and our expanding portfolio of high-profile, long-term business relationships. Our partners benefit from exceptional customer loyalty and our trusted products.

Innovative products and a holistic approach

With extensive functionality, innovative products, and the integrated data model building the foundation for the FNT Command Platform, we have all the resources to support our customers across a broad range of usage scenarios in every area of Enterprise IT, Telecommunications and Data Center. For our partners, this unlocks many opportunities to offer valuable solutions in the growing IT market. From cabling to data acquisition and complete Data

Center Infrastructure Management – our holistic approach means that everyone benefits – FNT, our partners and our customers.

Customer and partner focus

Building on our many years of collaboration with customers and partners, FNT delivers software products that are specifically engineered for real business needs and emerging market trends. As a result, our customers can rely on proven functionality based on clearly defined quality standards.

Local support

FNT works with partners at the local level, helping them find the most effective ways of developing their business with a strong focus on customer satisfaction. Meaning that we always strive to provide the best possible partner support as we work to meet the needs of our joint customers.



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Full training and enabling

Our partner-specific enabling program provides fast access to high-level expertise in FNT products and services. To achieve this, we offer different kinds of resources and trainings. But we also enable our partners in sales-related areas through joint marketing budgets, the provision of sales content, as well as financial incentives to boost joint growth.

Professional partner support

Our dedicated pre-sales support and sales model are effective tools that help our partners and us to achieve joint goals. We offer our partners professional support during the acquisition of opportunities, the initial consulting, project implementation and support phase.



25 % of software license revenue through partners



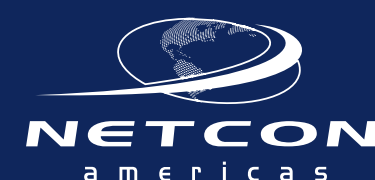
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Our Partners

Our broad partner network spans various industries and the entire globe. We are happy to count many well-known companies among our partners.

50+ partners all over the world



[Complete Partner Overview](#)





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Join Our Partner Ecosystem


What we want to achieve together with you:

 **Deliver Joint Value** through integrated consulting, services, and solutions that drive success in IT Service Management.

 **Grow Together** by strengthening collaboration in sales and marketing, and by providing focused enablement.

 **Generate High-Quality Leads** through coordinated go-to-market activities and strategic campaigns.

 **Expand into Global Markets** within the Telco, Enterprise IT, and Data Center sectors.

 **Offer Holistic Customer Solutions** by combining software, services, and support into one seamless ecosystem.

 **Empower Our Partners** to independently build, manage, and scale their own business success with our platform.

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