



TECH ALLIANCE PROGRAM



STRATEGIC PARTNERSHIPS THAT BRING BUSINESS VALUE

The RES Tech Alliance Program brings together industry leaders to provide thousands of RES customers with the right tools to overcome today's challenges. Our shared mission is to deliver comprehensive and innovative solutions that result in a more secure environment, improved efficiency and cost savings for organizations.

WHY JOIN THE RES TECH ALLIANCE PROGRAM

The RES Tech Alliance program was designed for application, hardware and infrastructure partners with complementary solutions and mutual customers. As a member, you get access to RES marketing and technical resources that can help you increase your market reach. The program offers members various benefits including:

- Co-marketing and PR programs
- Joint customer wins
- Sales engagement
- RES product training
- Event sponsorship opportunities
- Path for technical validation (RES Ready)

RES READY

Take your RES Tech Alliance partnership to the next level by working with us to design and build RES Ready solutions. Customers are often looking to get more out of their existing technology investments, and what better way to accomplish this than by expanding efficiency through integration of their key systems. When organizations have the ability to maximize their existing investments through tighter integration, everyone wins.



A solution that integrates a RES Tech Alliance partner product and RES ONE has the potential to be verified as RES Ready. The RES Ready verification means that the solution has been tested and is an official connector for RES ONE customers. Alliance partners with RES Ready solutions can benefit from additional training, marketing and sales activity as well.

NEXT STEPS

RES is open to exploring partnerships that bring value to mutual customers and achieve revenue growth for both organizations. To learn more, visit www.RES.com or email us at AllianceTeam@RES.com.

ABOUT RES

RES, the leader in digital workspace technology, helps organizations achieve better business results with reduced risks in security and compliance — while making enterprise technology easier and less disruptive for the worker to access. RES takes a people-centric approach to making technology access secure, even in complex multi-device/multi-location scenarios. RES boasts numerous patented technologies, fast time to value, and superior customer support for more than 3,000 companies around the world. RES was named a “Cool Vendor 2015” by Gartner, Inc., for the innovative capabilities of its RES ONE Service Store. For more information, visit www.res.com or follow updates on Twitter [@ressoftware](https://twitter.com/ressoftware).