EDB GlobalConnect Partner Program At-A-Glance | Partner Brief

PostgreSQL is more than just database technology. It's a movement built on a commitment to accelerate innovation. EDB has established itself as a leading technology company to help enterprises realize the potential and value of PostgreSQL in their businesses.

At EDB, we recognize and celebrate partners who show industry expertise and a proven track record. **Our program is designed to be simple—partners are eligible for benefits to elevate their value and differentiation in the market and to increase their profitability.**

DEDB Partner Program GlobalConnect Partner



INVEST

in partners who are dedicated to representing and leading their DBMS offering with EDB solutions



ENABLE

partners with the knowledge, resources and incentives to drive increased profitability and successfully sell EDB solutions



REWARD

partners who invest the time to learn about EDB solutions and actively engage in developing and closing new and existing customer opportunities

Top 3 reasons to partner with EDB

Market Leadership & Innovation

- Leading global provider of Postgres
- 1500+ global customers. 70+ of F500
- PostgreSQL community leadership

Growth Opportunity & Profitability

2

- Capitalize on the rapidly growing Postgres market
- Benefit from additional revenue streams through upsell, cross-sell, services and consultancy revenue
- Offer in-demand products with generous margins and discount rewards

Best-in-Class Expertise & Support

• FREE Training and Enablement

3

- Sales & marketing tools and resources to set you up for success including joint marketing activity to build pipeline
- Access to support team with
 extensive Postgres expertise



Program Requirements and Benefits

Email partnerbusops@enterprisedb.com Visit enterprisedb.com/partners

Want to learn more?

Our partner program is a multi-level program offering financial and non-financial rewards to dedicated partners. As a partner in the program, our commitments to you are clear; as your commitment grows, the program benefits increase to develop the partnership further.

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