



## Deliver Microsoft-based SOA/API Management Solutions and Grow Your Business with Sentinet from Nevatech



SOA and API management, security, monitoring, enforcement and other governance functions are changing how your customers approach enterprise-class services. This shift creates new business opportunities for system integrators that work with clients that apply the benefits of SOA, REST and distributed API's in their business.

The Nevatech Partner Program positions resellers to participate in this shift and provides their clients with the most advanced Microsoft-based SOA/API Management platform for on-premises, cloud and hybrid environments. Nevatech partners deliver best-of-breed technology while benefiting from competitive margins, integrated training and go-to-market support.

### About Sentinet

Sentinet is a flexible, lightweight and scalable SOA and API management platform that promotes integration through the use of SOA standards. It is designed to connect, mediate and manage interactions between services across the enterprise or in the cloud.

Become an authorized value-added reseller of Sentinet, the first SOA/API management platform designed to closely integrate with the Microsoft products and services ecosystem. Sentinet provides a development and run-time solution that:

- Improves service manageability and flexibility
- Reduces operational and developmental risk
- Creates new business opportunities for you and your clients

### Your Business and Sentinet

Are you wondering why you should become a Nevatech Partner? There are many benefits for your business:

#### Business development

- Grow your business by enabling your clients' successful application of SOA/REST technologies
- Build your reputation and expertise by delivering tools for simplified service implementation, management and operations from Nevatech
- Take advantage of competitive margins on new sales, upgrades and support renewals
- Sales and marketing support designed to maximize your opportunities
- Sentinet's high customer satisfaction and retention rates help you to build repeat business and long-term relationships

### Reseller Benefits include:

Sales Assistance – Training, field support and sales tools to make you an effective Sentinet reseller

Marketing Support – Access to collateral and joint promotion opportunities to improve your ability to promote Sentinet and your firm's value-added services

Technical Support – Experienced technical training, regular communications and partner portal access to ensure proficiency in implementing Sentinet and serving your customers

### Program Overview and Requirements:

Signed Reseller Agreement

Target Customer plan  
(Go-to-market plan that targets 5 customers.)

Technical Training

Sales Training

### Program Deliverables

- Competitive margin on new contracts, upgrades and renewals
- Sales and marketing support
- Trial software
- Partner Portal
- Partner Toolkit

### Take the Next Step:

Learn more about becoming a Nevatech Reseller at

<http://www.nevatech.com/partners>  
or email [partners@nevatech.com](mailto:partners@nevatech.com)



Microsoft Partner

Governance/API Management  
Featured Partner Solution



Microsoft  
BizTalk Server

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