

No risk, more fun!



Join the Genius Inventor team and partner with RNT

When you're offering cloud-centric services to your SMB and SME customers and you're selling whatever it takes to resolve their pain points it's time to join in and become an RNT partner. We're not just offering hardware topped up with software. We are adding value to your business that lets you stand out from your nearest competitor and makes your customers happy.

Why should I become an RNT Partner?

Join a cool team led by the Genius Inventor. We have the skills to swim against the mainstream and do no longer act with yesterday's logic to solve current customer pain points.



Unique solutions for an extra revenue stream.

Sell something new and let your customers succeed with their digital transformation initiatives.



Close a gap and stand out.

Resolve customer pain points that traditional storage and backup offerings cannot easily fix.



Target new customer segments.

Break into the sub 150TB storage market. Sell to customers who don't want large capacities and deserve more than a NAS.



Give your customers more bang for the buck.

Join the storage revolution and resell enterprise grade backup and storage solutions designed the SMB/SME.



You'll never walk alone.

As our valued partner we will give you guidance on the technical, support, sales and marketing side.



Get additional talking points.

Go beyond traditional storage and upsell existing or attract new customers to solutions they haven't seen before.

RNT Partner Programme Benefits

> Starter bonus instead of monthly minimum commitment

No pressure, we believe in your success and give you a helping hand to get started.

> Stability

No increase in support tickets because our engineers know exactly what they're doing and designed rock solid solutions you can rely on.

> Go-to-market support

Reduce time to market and get 24x7 access to brand assets and relevant partner collaterals to capitalize your partnership with RNT. Our marketing experts are happy to share their knowledge with you.

> Priority support

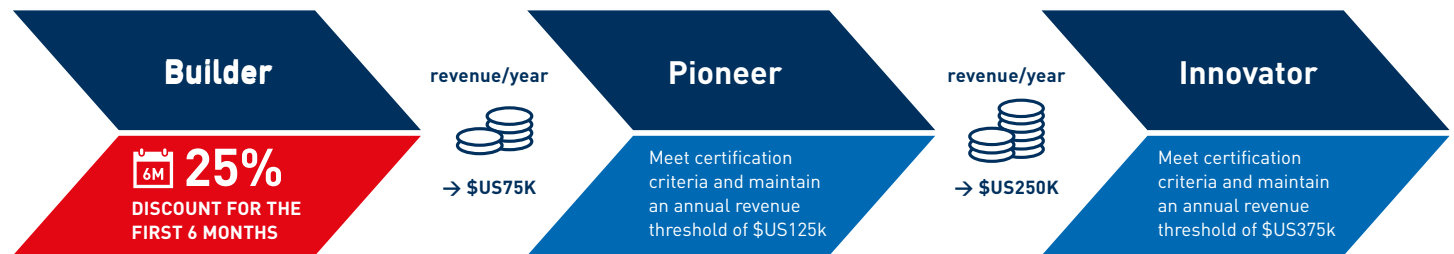

You will hardly need it but just in case...

> Enablement

We know that your business is getting more complex every day. Get direct access to RNT's experts from engineering, marketing and sales to help you grow your business and stay ahead of market trends.

What's in it for me?

Initial start-up support is guaranteed. 3 levels aligned with the current size and future growth of your business are waiting for you.

	BUILDER	PIONEER	INNOVATOR
Discount	15%	25%	30%
No financial minimum commitment	✓	✓	✓
Access to partner portal	✓	✓	✓
Partner directory listing	✓	✓	✓
Dedicated partner badge (online)	✓	✓	✓
Access to channel collaterals	✓	✓	✓
Mandatory sales training & certification		✓	✓
Mandatory technical training & certification			✓
Mandatory technical hands-on training & certification			✓
MDF*			✓
Deals desk			✓
Dedicated account manager		✓	✓
Dedicated channel consultant			✓
Get invited to Innovator		✓	n/a
Free hands-on technical training (instructor-led)**			✓
RNT Partner Day***			✓

*Market Development Funds (MDF) is not a programme to 'hand' monthly cash over. It is to fund always agreed activities between you and RNT.

**Travel and accommodation are not included.

***An RNT Partner Day is a ½ day or full day 1:1 partner enablement activity offering a customised agenda based on your business objectives and current skill level.

Because teamwork is less like hard work.

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Let's talk!

The Genius Inventor team is looking forward to getting in touch with you now!

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