

Introducing Zella DC's all-new Partner Program

The Zella Partner Program is geared towards greater joint customer value and expanded partner opportunities.

Perth, 18th May 2021. Zella DC, is excited to announce the launch of the Zella Partner Program. The Partner Program offers channel partners greater flexibility, support and financial incentives.

Peter Baker, Business Development Manager expresses his excitement over the launch, "We're committed to driving growth and competitiveness through partners. With the launch of the Zella Partner Program we've made it easier for businesses to grow and work alongside us. It ensures partners have the confidence, support and training they need when offering our products and solutions. It was my focus when joining Zella DC to improve partner rewards and profits. This program delivers. "

Additions include new sales and support tools all of which can be accessed through the Zella Partner Portal. Each partner will have their own unique login giving them access to a number of different exclusive resources such as: sales and marketing information, product information, opportunity registration form and more.

"This custom built, all-inclusive platform is updated with the latest information," said Angie Keeler, co-founder and CEO. "It enables partners to grow their technical competencies and integrate Zella DC products into their product offerings giving them more opportunities to grow their revenue and profitability."

The program will organise partners according to their level of engagement - Certified, Registered and Authorised, all bringing different opportunities. This allows businesses to align their relationship with Zella DC alongside their own business models.

For more information on how to apply for Zella DC's Partner Program, please visit our Partners page.

About Zella DC

Founded in Perth, Western Australia, Zella DC is a global leading micro data centre provider, with an emphasis on providing cost-effective, reliable and highly energy efficient solutions for edge computing suitable for multiple industries and any environment.

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