



X1[®] PARTNER PROGRAM

X1 offers next-generation desktop and enterprise search solutions specifically designed for professionals and enterprises that need to find and act on critical business data quickly and effectively. The same platform allows for IT and legal professionals to perform powerful searches of their organization's data for compliance, eDiscovery and data migrations.

The X1 Partner Program enables businesses to uniquely differentiate themselves from the competition with leading-edge, award-winning solutions. Partnering with X1 offers businesses the ability to maximize returns from your invested time, effort and money and accelerate revenues and reduce uncertainty for sustainable, long-term profit.

Differentiate your business and increase profitability – Become an X1 Partner

CHANNEL PARTNER

Value-Added Resellers
National Solution Providers

- Companies that are committed to mutual growth and success, offering X1 as part of their solutions portfolio.
- Obtain the ability to resell X1 software through traditional methods.

DISTRIBUTION PARTNER

Distributors

- Authorized distributors that provide additional reach for our partners within certain regions or markets.
- Gain the ability to process orders on behalf of a partner creating a seamless process for the customer.

TECHNOLOGY PARTNER

Independent Software Vendors
Original Equipment
Manufacturers

- Alliances that enhance the customer experience by providing unique solutions to complex business challenges.
- Collaborate with strategic companies to provide joint customers with the compliance, governance, and security needed to make their information actionable.



X1® PARTNER PROGRAM

Our Partner Program provides support for your business with resources at every stage of your sales cycle – from planning and enablement, demand generation, sales, and support. Partners receive a variety of incentives and resources to help maximize their profitability and achieve the maximum ROI of joining our ecosystem.

Partner Directory

Your company logo will be displayed on the X1 partner page. Increased visibility on our website opens the door to joint-selling opportunities with partners and helps prospective customers identify your business as a good match for their specific needs. As an X1 Partner, you can display the X1 Partner Program logo on your website, marketing collateral, and sales presentations.

Deal Registration

Our online Deal Registration helps authorized partners earn discounts when they actively identify, develop, and close net new sales opportunities over a certain dollar amount. Deal Registration is submitted via an easy-to-use online form and then reviewed by channel sales at X1. Deal Registration is valid for 90 days.

Dedicated Partner Manager

X1 Partners have a dedicated point of contact for all of their channel needs. Partner Managers will support you through the onboarding process, collaborate on annual business plans and reviews, track revenue targets, assist with pricing requests, order fulfillment, and other daily management tasks.

Sales Collateral

X1 strives to help partners move buyers through the entire sales process with a clear value proposition. Partners have access to X1 product brochures, battle cards, email templates, and client case studies. Close deals faster by utilizing our recommended best practices and pre-packaged content.

Sales Enablement Training

X1 offers partners in-depth industry knowledge to help develop new business opportunities and manage competitive situations. We regularly host exclusive training webinars/webcasts to ensure partners are equipped with the knowledge to identify the right customers and assess the best solutions for their business case.

Certified Training

Learn from industry-leading experts who specialize in compliance, eDiscovery, and digital forensics. Our subject matter experts educate our partners on how to effectively use X1 to find information on individual desktops, company networks, or social media at the fastest speeds in the industry.

Purchasing and Licensing

We offer consistent and flexible methods to purchase X1 software and support options. Licenses are delivered by email with download links and contain a license ID and license password.

X1 Product Roadmap Briefings

Partners receive continuous product roadmap updates before general release.

We are committed to our partner community, and we value your input. X1 routinely engages our partner ecosystem to evaluate our brand, reputation, and business performance. Your feedback is paramount in helping us prioritize our business decisions and investments.

We look forward to working with you!



BECOME AN X1 PARTNER

Start the conversation today by filling out a Partner Application at

www.X1.com/partners