

Addigy

Partner Program Guide

Welcome to the Addigy Partner Program!

Overview

Our software elevates the Apple IT ecosystem by simplifying Mac and iOS management.



Founded
2014



HQ
Miami, FL



Customers
3,000+ Worldwide

Programs Offered

- Reseller
- MSP
- Integrator/Consultant

Support

- [Knowledge Base](#) - 24/7/365
- Submit a ticket in the Support tab in Addigy or use the online form on the support desk [Submit a ticket](#)
- Contact support via phone at 305.330.6677 or email support@addigy.com

Deal Registration

Deals should be registered early and often to share information and receive sales help from Addigy reps. Deal registration lasts up to 1-year from the date the deal was accepted but Addigy reserves the right to change deal registration at any time. Additional margin for deal registration may be available but is handled on a case by case basis.

Register new deals here: [Addigy Partner Deal Registration](#)

Licensing and Pricing

- Pricing is determined by vertical (corporate, MSP, EDU) and number of devices
- Professional services are available for customers who need additional support
- Monthly MSP and annual EDU and Corp billing options exist



Addigy ACE Certification

Come down to our Miami headquarters to earn your Addigy Certified Expert badge and become an 'ACE' in your environment. Our hands on training will allow you to level up your skills and take your support to the next level by becoming the Addigy expert in your network.

The 2-day event is usually offered once every quarter. Stay up to date on ACE courses and other events here: [Addigy Events](#)

Reseller Program

Why partner with Addigy?

We simplify Apple device management and together can build a business by helping our mutual customers solve Mac and iOS administrative issues. We cannot guarantee customers will renew with a partner each year but we will do our best to help strengthen relationships and build recurring revenue streams together. We offer additional training and consulting opportunities associated with an Addigy partnership - should customers ask about those options, we'd like to direct that business to our partner network.

Qualification

Partners qualify for different programs based on their total annual relationship with Addigy. This includes new business, renewals, and MSP licensing. Addigy reserves the right to upgrade or downgrade status at anytime.

Benefits

- Benefits
- Deal Registration
- Sales Training
- Incentive Programs
- Discounted Licenses
- Co-Marketing
- Leads
- Dedicated Partner Manager
- NFR License
- Margins - Determined by your contract or distribution

Renewals

If requested by the customer, renewals can be processed by partners - we stand by our policy that customers can buy from wherever they want. That does not mean the price will be the same from each partner and MSRP will always be available directly from Addigy if a suitable price is not available through the channel

Integrator or Consultant

Our customers have complex needs and often times they need a helping hand from a trusted Addigy integrator or consultant. Applications for our integrator program are open and we are in the process of creating our certification tracks

Managed Service Provider

If you're managing client devices, our program is set up to allow you to scale at your own pace. Our multi-tenant platform makes it easy to manage multiple clients and our flexible billing (monthly or annual) allows you to only pay for devices in your network - down to the day. These licenses are always bought directly from Addigy at a standard, discounted, rate.

Collateral Checklist

- Addigy Product Overview
- Battlecard
- Brand Guidelines
- Logos
- Reseller Contract, SKUs, Pricing
- NDA
- Email partners@addigy.com with any additional questions.

