Offer software and your solution in our cloud
DXC Concerto™ Channel Partner Program

The tools you need to seamlessly move business applications to the cloud

Highlights

- Cloud business transformation (training, tools and planning)

- Revenue models and pricing tools

- Marketing enablement

- Sales enablement

- Technical transformation

- Operational considerations

If the cloud you choose isn't ready to manage the most complex mission-critical demands, it's also not ready for your business. DXC Concerto™ achieves the highest levels of performance, security and speed by combining a best-in-class private, public and hybrid cloud platform with application expertise, superior service and technical support.

Our team specializes in rapid deployment of enterprise applications and seamless integration across on-premises, third-party, hybrid and public cloud solutions.

Created for channel partners of all types — including value-added resellers (VARs), independent software vendors (ISVs) and managed service providers (MSPs) — the program offers the tools you need to seamlessly move your business or application to the cloud.

Our channel partner program also provides:

- A stable, secure and high-performance platform

- Focus on business applications and ability to move efficiently to the cloud

- A trusted team to assist your customers with a successful journey to the cloud

- Comprehensive operational, technical and organizational support

- Marketing and sales-enablement tools

- Customized advisory process for rapid cloud transition and business transformation

Becoming a partner is a simple process and no program fees are required. To get started:

- Sign a mutual nondisclosure agreement

- Get a technical proof of concept, ensuring success and confidence

in environment

- Understand the DXC Concerto partnership options available

- Sign the channel partner agreement

Attend a cloud workshop for:

- Business transformation planning

- Operational planning

- Marketing enablement

- Presales and sales readiness training

Execute on the partnership:

- Migrate solution to the cloud

- Work in partnership to secure your first deal with DXC Concerto

- Identify prospects, targeting new and existing customers

- Win new business

- Get ongoing support and service

10 reasons to partner with DXC Concerto:

1. **Expand your market:** We enable you to broaden your reach by providing a reliable cloud solution to new customers.

2. **Ensure longevity of existing customers:** Cloud-enabling your solution gives your customers the flexibility and stability they need.

3. **Secure a predictable, recurring revenue stream**: Offering your solution in our cloud gives you predictable monthly recurring revenue.

4. **Deliver a better application experience:** DXC Concerto prides itself on expertise and focus on the application layer. Mission-critical applications are our specialty, and we offer best-in-class support for integrations and migrations to the cloud.

5. **Expedite the sales process:** Our pricing model makes it easy to quickly respond to inquiries and engage prospects in the sales cycle.

6. **Move new solutions to market faster:** Whether you are enhancing an existing application or launching a new one, the DXC Concerto Cloud can support your growth initiatives

7. **Trust a reliable and secure technical environment:** Our state-of-the-art infrastructure was designed to improve the availability of applications and meet your complex regulatory, compliance and security needs.

8. **Take advantage of the customizations and security of a private cloud:** DXC Concerto can be customized to meet your unique needs, and with a private

cloud you can meet higher security and compliance requirements while maintaining control over upgrades and administration.

9. **Rely on the highest quality of service and support:** 99.99 percent guaranteed uptime and an industry-leading customer retention rate are backed by our team of seasoned application and technical experts.

10. **Save costs vs. building similar solutions in-house:** The DXC Concerto Cloud is ready when you are. Our thorough onboarding process has been vetted to ensure a seamless and quick transition to the cloud.

Why DXC Concerto?

DXC Concerto, the mid-market cloud offering within DXC Technology, specializes in providing a best-in-class multi-cloud platform that helps organizations accelerate digital transformation and realize their full potential. We make cloud adoption easy with unrivaled uptime and accelerated delivery, worldwide. Our strategic partnerships include Microsoft, NetApp, Cisco and Amazon Web Services (AWS). Delivering application expertise, innovation and service excellence in every engagement, we serve as trusted advisors to clients and application partners seeking to better manage risk and reduce operational challenges.

About DXC Technology

DXC Technology (DXC: NYSE) is the world's leading independent, end-to-end IT services company, serving nearly 6,000 private and public-sector clients from a diverse array of industries across 70 countries. The company's technology independence, global talent and extensive partner network deliver transformative digital offerings and solutions that help clients harness the power of innovation to thrive on change. DXC Technology is recognized among the best corporate citizens globally. For more information, visit **www.dxc.technology**.