

Press Release

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A new Set Up for oneclick's Partner Model

oneclick AG has introduced a two-tier partner model and gained Marcel Sternkopf as new partner consultant. This will ensure that oneclick AG is able to support its growing number of systems integrator partners effectively with the marketing of its Workspace Provisioning and Streaming Platform oneclick™.

A two-tier Model for different Starting Positions

There are now two partner tiers – the "Registered oneclick™ Partner" and the "oneclick™ Expert Partner", which build on each other and offer comprehensive advantages:

As a "Registered oneclick™ Partner", systems integrators receive a NFR account with 5 free licenses, which they can use themselves or for demonstration purposes. Their inclusion in the "Partner-Locator" on the provider's website increases visibility to the end customer. Partners also receive extensive help with marketing, sales and support.

As "oneclick™ Expert Partner", systems integrators benefit from exclusive workshops. These workshops transfer basic knowledge and enable partners to be 'cloud fit' and present convincingly throughout customer appointments. Joint marketing activities and active supply of end customer leads also form part of the oneclick™ Expert Partner activities. In addition, there is a personal advisor, who ensures personal sales support with end customers or offers technical help during migration projects.

Marcel Sternkopf takes over Partner Support

With the managing director of SecureHead GmbH & Co. KG, Marcel Sternkopf, oneclick was able to gain a recognised systems integrators expert for their partner support. The founder and operator of a systems integration business in the south of Munich has a deep understanding of the issues his colleagues and peers face. He said: "Digital transformation currently changes the sector fundamentally. The cloud is omnipresent, but for many not yet tangible."

Marcel Sternkopf looks forward to tackling his new task: "I am delighted to take over the partner support of oneclick AG, as the oneclick™ platform offers systems integrators a

unique chance to transform into a managed service provider within a very short period of time. We want to provide the best possible support to systems integrators with the recently introduced partner model and both partner tiers offer comprehensive support for their sales operation.“

More information about the new partner model are available at: <https://oneclick-cloud.com/de/channel-partner/>.

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About oneclick AG

oneclick AG with headquarters in Zurich, Switzerland, and an innovation motor in Prien am Chiemsee, Germany, is specialized in the development and operation of a cloud platform for the automated and secure deployment of digital workspaces. The goal of oneclick AG is to play a major role in shaping and improving end user computing. oneclick AG has been founded 2015 and has 25 employees.

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