

About Parallels Service Provider Partners

The Parallels Service Provider Partner Program is a global program to support providers that utilize Parallels virtualization and automation products to power their hosting, communications, and managed services offerings. The Program is broken into tiers based on growth projections, revenue, and commitment levels. Specific programs exist for each partner class to support the different stages of the providers' lifecycle. We are committed to helping our partners practice optimized computing through the use of Parallels virtualization and automation technologies.

Our Partners

Our service provider partners represent a wide variety of hosting, communications, and managed services providers. With over 500 service provider partners worldwide using Parallels products, our partners include the most prestigious hosting providers as well as innovative start-up companies. Our program also includes small, start-up companies that commit to Parallels' Optimized Computing philosophy and use Parallels products as the platform for their business. No matter the size, all of our partners have recognized the value that Parallels virtualization and automation products bring them in terms of infrastructure and management savings, as well as a platform for revenue-generating service lines.

Benefits of Partnership

Partner Benefits	Silver	Gold	Platinum
Technical Education & Support			
Access to Parallels Technology Network	•	•	•
Application Packaging Standard (APS) Certification	•	•	•
Parallels Engineer Certification Program	•	•	•
Support Incidents included	20	50	100
Equivalent value of included Support Package	€790,-	€1.790,-	€3.220,-
Phone Support	•	•	•
Email Support	•	•	•
Access to 24x7 License Generation Tool	•	•	•
Access to Test Licenses	•	•	•
Dedicated Support Mechanisms			•
Sales & Marketing			
PartnerNet Partner Portal	•	•	•
Preferential Pricing	•	•	•
Small Plesk License for bundling available	•	•	•
Enhanced Lease License Model	•	•	•
Discounts to Annual Parallels Partner Summit	•	•	•
Listing in Global Partner Directory	•	•	•
PR Opportunities	•	•	•
Dedicated Account Manager		•	•
Sales Promotion and Incentive Programs		•	•
Parallels Executive Sponsorship			•

Product Development	Silver	Gold	Platinum
Product Roadmaps	•	•	•
Early Invitation to Beta Programs		•	•
Product Development Feature Advisory Committee			•
Access to Product Development Teams			•
Feature Development Priority			•
Partner Commitments	Silver	Gold	Platinum
Annual Profile Update	•	•	•
Parallels Logo on Website	•	•	•
Partner Registration	•	•	•
Monthly Revenue Growth Commitment	•	•	•
12 Month Minimum Contract Period	•	•	•

Monthly Revenue Growth Commitment

Commitment Partners will pay either the appropriate minimum monthly fee in the table below or the sum of all license fees, whichever amount is higher.

Partner Revenue Commitments	Silver	Gold	Platinum
Guaranteed Sales Volume			
Month 1	€ 50,-	€ 200,-	€ 750,-
Month 2	€ 100,-	€ 400,-	€ 1.500,-
Month 3	€ 150,-	€ 600,-	€ 2.250,-
Month 4	€ 200,-	€ 800,-	€ 3.000,-
Month 5	€ 250,-	€ 1.000,-	€ 3.750,-
Month 6	€ 300,-	€ 1.200,-	€ 4.500,-
Month 7	€ 350,-	€ 1.400,-	€ 5.250,-
Month 8	€ 400,-	€ 1.600,-	€ 6.000,-
Month 9	€ 450,-	€ 1.800,-	€ 6.750,-
Month 10	€ 500,-	€ 2.000,-	€ 7.500,-
Month 11	€ 550,-	€ 2.200,-	€ 8.250,-
Month 12	€ 600,-	€ 2.400,-	€ 9.000,-
Month 13+	€ 600,-	€ 2.400,-	€ 9.000,-

Service Provider Partner Pricing

Most products are offered based on our monthly lease model. The higher the commitment of the Partner, the lower the pricing. Updates and Upgrades are included in all monthly lease pricing.



PARALLELS VIRTUOZZO CONTAINERS

The OS virtualization solution to offer VPS Hosting Plans and to manage the whole Hosting Server Infrastructure.

Virtuozzo Containers Partner Pricing	Silver	Gold	Platinum
Per Server Pricing – Monthly Lease	1 month	1 month	1 month
Virtuozzo - 1 Container – 2CPU	€ 22,-	€ 20,-	POA
Virtuozzo - 3 Containers – 2CPU	€ 59,-	€ 52,-	POA
Virtuozzo - 5 Containers – 2CPU	€ 87,-	€ 77,-	POA
Virtuozzo - 10 Containers – 2CPU	€ 101,-	€ 90,-	POA
Virtuozzo - 20 Containers – 2CPU	€ 116,-	€ 103,-	POA
Virtuozzo - 30 Containers – 2CPU	€ 130,-	€ 116,-	POA
Virtuozzo - 40 Containers – 2CPU	€ 144,-	€ 128,-	POA
Virtuozzo - 50 Containers – 2CPU	€ 159,-	€ 141,-	POA
...	...	...	...
Virtuozzo - 100 Containers – 2CPU	€ 231,-	€ 205,-	POA
...	...	...	...



PARALLELS PLESK CONTROL PANEL

The control panel solution to offer Shared-Hosting Plans and to bundle it with VPS- and Dedicated Hosting Plans.

Plesk Control Panel Partner Pricing	Silver	Gold	Platinum
For Dedicated Server – Monthly Lease	1 month	1 month	1 month
Plesk 10 Domain*	€ 6,-	€ 5,-	POA
Plesk 100 Domain	€ 17,-	€ 14,-	POA
Plesk Unlimited Domain	€ 30,-	€ 25,-	POA
Plesk Plus	€ 42,-	€ 35,-	POA
Plesk Power Pack Addon Bundle	€ 11,-	€ 9,-	POA
Plesk Language Pack Addon (per language)	€ 4,-	€ 3,-	POA
Plesk Antivirus by Dr. Web	€ 16,-	€ 15,-	POA
Acronis True Image Pro	€ 28,-	€ 26,-	POA
...	...	...	...
Inside Virtuozzo Containers – Monthly Lease	1 month	1 month	1 month
Plesk 10 Domain inside PVC*	€ 3,-	€ 2,-	POA
Plesk 100 Domain inside PVC	€ 5,-	€ 4,-	POA
Plesk Unlimited Domain inside PVC	€ 8,-	€ 7,-	POA
Plesk Plus inside PVC	€ 11,-	€ 9,-	POA
Plesk Power Pack Addon Bundle inside PVC	€ 3,-	€ 3,-	POA
Plesk Language Pack Addon inside PVC	€ 2,-	€ 2,-	POA
Plesk Antivirus by Dr. Web inside PVC	€ 4,-	€ 4,-	POA
Acronis True Image Pro inside PVC	n/a	n/a	POA
...	...	...	...

* Plesk 10 Domain is only available if Partner bundles with each Dedicated Server- or VPS-Hosting Plan as default part of their offerings and upgrade option to Plesk 100 Domain is offered to endusers.



PARALLELS PLESK SITEBUILDER

The easy to use, 5-step point-and-click wizard to create, manage and design websites. Ideal for bundling with Shared-Hosting Plans.

Plesk Sitebuilder Partner Pricing	Silver	Gold	Platinum
Single IP Publishing – Monthly Lease	1 month	1 month	1 month
Plesk Sitebuilder – 100 Sites	€ 13,-	€ 12,-	POA
Plesk Sitebuilder – 300 Sites	€ 37,-	€ 33,-	POA
Plesk Sitebuilder – 500 Sites	€ 60,-	€ 54,-	POA
...	...	...	...
Multi IP Publishing – Monthly Lease	1 month	1 month	1 month
Plesk Sitebuilder – 100 Sites	€ 19,-	€ 17,-	POA
Plesk Sitebuilder – 300 Sites	€ 47,-	€ 41,-	POA
Plesk Sitebuilder – 500 Sites	€ 73,-	€ 65,-	POA
...	...	...	...



PARALLELS BUSINESS AUTOMATION STANDARD

The solution to automate the provisioning and billing of Plesk Shared Hosting, Virtuozzo VPS Hosting and Domain registration and more.

Business Automation Standard Partner Pricing	Silver	Gold	Platinum
One Time Fees	One time	One time	One time
Business Automation Standard Installation	€ 475,-	€ 450,-	POA
Business Automation Standard Implementation	€ 950,-	€ 900,-	POA
Business Automation Standard Online Training	€ 1.520,-	€ 1.440,-	POA
...	...	...	...
Customer Accounts – Monthly Lease	1 month	1 month	1 month
Business Automation Standard – 200 Accounts	€ 111,-	€ 99,-	POA
Business Automation Standard – 500 Accounts	€ 198,-	€ 175,-	POA
Business Automation Standard – 1.000 Accounts	€ 326,-	€ 290,-	POA
...	...	...	...
Business Automation Standard – 2.500 Accounts	€ 693,-	€ 616,-	POA
...	...	...	...
Reseller Control Center Addon – Monthly Lease	1 month	1 month	1 month
Business Automation Standard – 1 Reseller	€ 7,-	€ 6,-	POA
Business Automation Standard – 3 Reseller	€ 19,-	€ 17,-	POA
Business Automation Standard – 5 Reseller	€ 32,-	€ 28,-	POA
Business Automation Standard – 10 Reseller	€ 57,-	€ 51,-	POA
...	...	...	...

All mentioned prices are monthly lease prices depending on Partner Level. Signed Partner Agreement required. Platinum prices on application only (POA). Further Silver/Gold license pricing (...) on request. All pricing is subject to modifications, corrections and amendments without notifications. Tax is not included in any of these prices. The Lease Price listed above is the price to pay for one month.

Monthly Revenue Growth Commitment

Examples - Silver Partner Level

Here are some examples to better understand the different commitment levels of our Partner Program:

Month	Order	Order Volume (€)	Growth	Commitment (€)	Invoice Amount (€)
1	1x Virtuoizzo 5 Containers + 5x Plesk 10 inside PVC	87,- + 15,- = 102,-	102,-	50,-	102,-
2	3x Plesk 100	3x 17,- = 51,-	51,-	100,-	153,-
3	Upgrade Virtuoizzo 5 to 10 Containers (License from Month 1)	1x 101,- = 101,-	14,-	150,-	167,-
4	2x Plesk 100	2x 17,- = 34,-	34,-	200,-	201,-
5	2x Plesk Unlim.	2x 30,- = 60,-	60,-	250,-	261,-
6	1x Sitebuilder 300 Multi IP	47,- = 47,-	47,-	300,-	308,-
7	Upgrade 4x Plesk 100 to Plesk Unlim. (Licenses from Month 2 and 4)	4x 30,- = 120,-	52,-	350,-	360,-
8	...	...	...	...	...
...					

This example is not binding and based on a fiction. All examples are subject to corrections.

Feel free to contact your sales representative for more information about our Partner Program. You can reach the Parallels European Service Provider Division

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