

The Kion Partner Program

Making your customers' lives easier in the cloud.

Many organizations struggle to scale, control spend, and ensure security and compliance in the cloud. As the first all-in-one cloud enablement solution, Kion helps tackle these challenges. We make it easy to oversee and scale cloud use, enforce budgets, and automate compliance across clouds using one intuitive interface.

Scale Your Business with Kion

Our mission is to make people's lives easier in the cloud. The Kion partner program includes several options for companies who want to partner with us on the same mission.

Kion software and services can help you enrich and differentiate your cloud practice while helping your customers realize the promise of a cloud-first future. Choose the Kion partnership that meets your goals.

Partnership Opportunities

Companies that focus on pairing customers with cloud technology, cloud architecture, product integration, or 'born in the cloud' full lifecycle services will find a partnership with Kion extremely rewarding.

All Kion partners receive access to the Kion solution, mutual website branding, training, and mutual press release and digital branding opportunities.

Sales Partners

Kion Sales Partners are trusted advisors who specialize in easing the technology procurement and fulfillment path for their customers. We are looking for partners to identify, nurture, and bring to close Kion opportunities.

We understand that the sales partner community is varied, and we value all efforts to help our sales team achieve their goals. The Kion deal registration program is very flexible, rewarding partners who help bring Kion to our customers in several ways.

Opportunities can be registered for both incremental sales efforts as well as for procurement relationships. Kion Sales Partners are rewarded for their influence on customer purchases regardless of who fulfills an order.

SALES PARTNER BENEFITS:

- Product discounts
- Deal registration program
- Shared lead generation
- Sales and technical training

Services Partners

Kion Services Partners have an established cloud consulting practice aligned with one or more of the major cloud service providers. Services Partners deliver contemporary solutions through consulting, integration, and operational support.

Kion Services Partners get access to Kion for use in their environment for internal training as well as company cloud governance.

Technology Partners

Kion Technology Partners have solutions that are tightly integrated with offerings from one or more of the major cloud service providers. Technology Partners leverage Kion capabilities within their own solution stack.

Technology Partners receive a not-for-resale license for application development, along with support from the Kion engineering team.

Success with Kion

Whether your customer is just getting started in the cloud or moving to enterprise-wide adoption, Kion is the single, simple solution for complete cloud enablement. Partner with Kion to help your customers — and your team — succeed.

SERVICES PARTNER BENEFITS:

- Technical training
- Hands-on shadowing opportunities with the Kion delivery team
- Kion services delivery certification
- Joint publishing of Kion case studies

TECHNOLOGY PARTNER BENEFITS:

- Technical training
- Kion integration testing and certification
- Joint publishing of Kion case studies