N-ABLE™

N-able Technology Alliance Program Overview

N-able™ offers a simple, integrated, and powerful portfolio of monitoring, security, and business tools. As part of our commitment to serve the MSP community, our Technology Alliance Program (TAP) helps software, hardware, and service companies develop and integrate their products with N-able solutions.

The N-able Technology Alliance Program (TAP) is designed for companies demonstrating product and solution interoperability with N-able solutions.

By working with N-able, a global leader in comprehensive, scalable IT service management solutions, partners can promote their solutions to more than 22,000 MSPs.

Program members can take advantage of a variety of marketing, event, and business development opportunities.

BENEFITS

- Presence on the N-able TAP webpage

- Not for resale (NFR) software for testing/training

- Access to N-able beta program

- PR and communications (press release/announcement and social media support)

- Access to development resources through the N-able Customer Success Center and MSP Institute

- Joint marketing opportunities (webcasts, solution briefs, blogs, and podcasts)

- Access to annual Empower MSP events

Tap tiers

The N-able TAP program has three partnership tiers: Access, Engage, and Advance. The program begins at the Access tier with the opportunity to progress into Engage and Advance tiers based on deeper integration development, go-to-market engagement, and N-able sales and channel alignment.

ACCESS

This tier provides partners with resources to create and develop technical integrations with N-able solutions, as well as a platform to showcase their offering.

ENGAGE

This is for partners who are strategically aligned with N-able on a technical and go-to- market level. Partners in the Engage tier have developed successful joint solutions that are actively deployed by our mutual customers.

ADVANCE

Reserved for larger ISVs and partners that have created and invested in deep technical integrations and go-to-market engagement, these partners are driving a significant number of influenced bookings. The Advance tier requires N-able executive level sponsorship.

Tap requirements

	Access	Engage	Advance
Completed TAP application and acceptance into the program	✓	✓	✓
Dedicated business and technical contacts	✓	✓	✓
N-able listed on partner website	✓	✓	✓
Partner-created technical guide or KB	✓	✓	✓
Multiple N-able product integrations		✓	✓
Meet joint customer benchmarks		✓	✓
Quarterly business review			✓

Tap benefits

	Access	Engage	Advance
TAP website presence	✓	✓	✓
TAP integration support	✓	✓	✓
Access to Customer Success Center	✓	✓	✓
N-able NFR licenses	✓	✓	✓
Access to N-able Empower events	✓	✓	✓
Joint press release/announcement		✓	✓
Contribute to N-able blog		✓	✓
Live and recorded webcasts		✓	✓
Additional promotion on TAP webpage			✓
Co-author case study or whitepaper			✓

How to join

- Simply fill out the online application located at n-able.com/partnerships/TAP and agree to the terms

- Once the application is received, it will be reviewed by the TAP team; once approved, the partner will be notified and onboarded

- After successfully joining the program, the partner will receive onboarding information and instructions on how to begin their journey

If you have any questions about the TAP program, please reach out to TAP@n-able.com