



Green Rack Partner Program

Empowering growth through strategic collaboration

Who We Are

In a world driven by rapid digital transformation and decentralized infrastructure, Green Rack stands out as a key provider of modular micro data center solutions. Our systems are engineered for performance, agility, and operational continuity — delivering a next-generation platform for organizations embracing edge computing, hybrid cloud, and mission-critical deployments.

Our purpose is clear: to equip partners with flexible, energy-efficient, and resilient infrastructure that meets modern business demands — today and tomorrow.



Why a Partner Program?

At Green Rack, we believe innovation thrives in collaboration. Our Partner Program was built to establish long-term alliances with value-added resellers, integrators, and technology providers who share our vision: to deliver smart, decentralized, and high-availability IT infrastructure to organizations across diverse industries.

Whether you're expanding your service portfolio or looking to tap into a fast-growing market, Green Rack gives you the tools, support, and product strength to succeed, scale, and lead.

What You Gain as a Partner

Being a Green Rack partner means more than accessing cutting-edge hardware. It means joining a business ecosystem designed to help you:

- Open new revenue streams
- Expand service offerings
- Shorten implementation cycles
- Win competitive projects
- Gain priority access to pre-sales and technical support
- Differentiate yourself in a fast-growing niche

Program Tiers

Our Partner Program features three structured tiers, each tailored to a different level of engagement and market focus:

REGISTER

- Entry-level partnership with no sales quotas.
- Ideal for resellers exploring micro data center opportunities.
- Access to product data sheets, presentations, and commercial guidance.

SILVER




- Designed for active partners engaged in IT projects.
- Discount: 6% off standard price list
- Access to co-branded marketing material
- Priority technical support during pre-sales

- Showroom visits and virtual demos
- Joint proposal assistance

GOLD

- Premium tier for strategic partners focused on infrastructure and critical systems.
- Discount: 12% off standard price list
- Dedicated commercial & technical support
- Participation in joint marketing campaigns
- Involvement in events and executive briefings
- Advanced product training and launch previews

Benefit Matrix

	<div> Register Partner</div>	<div> Silver Partner</div>	<div> Gold Partner</div>
Annual revenue	>\$30K	>\$150K	>\$300K
Partner Discounts	4%	6%	12%
Priority Technical Support		●	●
Joint Marketing Activities		●	●

Target Markets & Use Cases

Green Rack’s micro data centers are ideal for:

- **Retail & Logistics:**
Distributed edge processing with real-time responsiveness
- **Healthcare & Clinics:**
Local infrastructure for sensitive data and mission-critical operations
- **Education:**
Scalable solutions for hybrid environments
- **Government & Defense:**
Data sovereignty and physical security as key pillars
- **Telco & Edge Providers:**
Ultra-low latency, on-site deployment with high uptime
- **Mining:**
Ruggedized edge infrastructure for remote operations, high availability, and data-driven efficiency

What We Look for in a Partner

Place the Micro Data Center in a well-ventilated area.

- Green Rack partners are forward-thinking organizations with a passion for IT excellence. We value:
- Strong client relationships and technical knowledge
- Experience delivering high-value solutions
- Commercial agility and responsiveness
- A shared focus on quality, integrity, and innovation
- Commitment to our partnership journey
- **No exclusivity or sales quotas** are required at the Register level — just a genuine interest in adding value.

Resources You’ll Access

All partners, depending on tier, will benefit from:


- Sales presentations and technical sheets
- Commercial tools and templates
- Remote support for proposals
- Product pricing updates
- Visual and branding assets
- Online training resources
- Access to marketing and demo materials

How to Join

Becoming a Green Rack Partner is easy:

1. Fill out the interest form on our website
2. Meet with our team for a short onboarding session

- 3. Receive your welcome kit and resource access
- 4. Start offering Green Rack solutions to your customers

 www.green-rack.com/green-rack-partner-program
 info@green-rack.com

Final Message

At Green Rack, we don't just build micro data centers — we build confidence, performance, and business success.

By becoming a partner, you join a growing network of industry professionals shaping the future of distributed IT infrastructure. With modular innovation, responsive support, and shared commitment to excellence, we are ready to grow — together.

Partner with us. The edge is here.