

Grafana Labs Partner Program




Help your customers support their monitoring, visualization, and observability goals through Grafana Labs' open and composable platform

Grafana Cloud is a fully managed observability platform that makes it easy to collect, analyze, and alert on metrics and logs, all within Grafana.

Grafana Labs is committed to maintaining the highest standards of data privacy and security. By implementing industry-standard security technologies and procedures, we help protect our customers' data from unauthorized access, use, or disclosure.

-  **Reseller**
-  **Distributor**
-  **Managed Service Providers**
-  **System Integrators**
-  **Consultants**

Partnership Levels

 Argonauts	 Titans	 Olympians
Finalized partnership agreement	Finalized partnership agreement	Finalized partnership agreement
Completed initial training (1 sales and 1 technical)	Completed initial training (1 sales and 1 technical)	Completed initial training (1 sales and 1 technical)
Registered at least 5 net new deals* (annually)	Registered at least 12 net new deals* (annually)	Registered at least 30 net new deals* (annually)
	Co-hosted 1 Grafana Labs webinar	Co-hosted 2 or more Grafana Labs webinars
	Attended 2 Grafana Labs workshops	Attended 2 or more Grafana Labs workshops
	Committed to sales targets	Hosted 2 or more workshops on Grafana
		Continually hit or surpassed sales targets

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Deal registration benefits for up to 90 days*

1. Special pricing: Receive special pricing incentives for bringing net new deals to Grafana Labs.
2. Deal protection: We will only work with you on net new deals you bring to Grafana Labs after registration.
3. Renewal protection: Grafana Labs will work with you on subscription renewals.
4. Selling with Grafana: Leverage our Grafana Labs experts to manage your customers' business needs.
5. Upsell opportunities: Grafana is in use throughout several organizations, providing opportunities to generate expansion deals.
6. Delivering a world class product: Grafana is used globally and across companies of all sizes.

** These benefits apply assuming the deal is not already registered by another reseller or being worked directly by a rep.*

Whether you are a reseller, distributor, consultant, MSP or SI, you will be a crucial part of the Grafana Channel's ecosystem. Once a partnership has been established, we will facilitate knowledge-sharing by providing training that covers the basics of our offerings, as well as the details that are required to run business as an extension of the Grafana Labs sales team.

As you move up the partnership levels, you will have increased access to marketing resources, lead development campaigns, and increased margins.

If you want to become part of the **"leave the data where it lives"** movement,
Grafana Labs is the right partner for you!

