FNT

// simplify complexity

FNT PARTNER PROGRAM

JOINING FORCES TO CREATE BENEFIT FOR YOUR CUSTOMERS

Creating benefits – That's the aim of the FNT Partner Program

With our steadily growing network of high-quality partners, we support joint customers all around the world in documenting and managing their IT, Data Center, and Telco infrastructures more efficiently. From the planning, documentation and full-service management to the automation and optimization of all IT processes, FNT partners use FNT products to help customers achieve their objectives. Together, we deliver professional business services and targeted IT that maximize business performance.

Being a FNT Partner

The partners in our network can rely on comprehensive support and profit from close cooperation. With the establishment of touchpoints into different areas of the organization, we ensure that we provide our partners with the required resources for all possible matters. With our many years of experience, we have a deep knowledge base to draw from to advise and support our partners.

Long-term customer relationships
On average
20 years

Innovative product
Worldwide established
software for DC, Telco
& Enterprise IT

People support
Support in different
project situations on
local level

Marketing Force
Joint marketing
activities and
marketing fund

Connection to FNT as software supplier
Direct contact,
direct support, no
detours

A reliable and supportive partner
From onboarding
to first sale – and
beyond!

Enabling
Different and
exclusive partner
training programs and
provided content

High cross-sell potential
One entry point,
multiple possibilities
to grow

Partner Types

Our FNT Partner Program consists of four partner categories. We evaluate, together with our partners, which partner type they correspond to. We consider their skills, portfolio, goals, and what we want to achieve together.

Partners will be provided with a customized and targeted enabling program, including different training and content options, based on their partner type.

FNT solution partner

Highly sophisticated partners that implement FNT Command in their own projects, offering own sales force, service unit and support for FNT solutions

FNT sales partner

Partners that serve as a referral partner or prime contractor to connect customers with FNT

FNT service partner

Partners with specialized skills in service aspects that complement the FNT product and service portfolio

FNT technology partner

Partners with own technology that is combined with FNT solutions i.e., hardware devices and co-existing systems

Based on our system architecture, there are several entry points where our partner companies can link in and generate business.

Entry Points for your Services

IT Product Design	Documentation & Planning	Visualization & Reporting
Operational Services	Implementation & Integration	Data Processing / IT Product Delivery

Reasons to become a FNT partner

Experience and reliability
FNT has been helping customers in the Enterprise IT, Telecommunications and Data Center sectors grow their business since 1994. Our success is reflected in our own rapid growth and our expanding portfolio of high-profile, long-term business relationships. Our partners benefit from exceptional customer loyalty and our trusted products.

Innovative products and a holistic approach
With extensive functionality, innovative products, and the integrated data model building the foundation for the FNT Command Platform, we have all the resources to support our customers across a broad range of usage scenarios in every area of Enterprise IT, Telecommunications and Data Center. For our partners, this unlocks many opportunities to offer valuable solutions in the growing IT market. From cabling to data acquisition and complete Data Center Infrastructure Management – our holistic approach means that everyone benefits – FNT, our partners and our customers.

Customer and partner focus
Building on our many years of collaboration with customers and partners, FNT delivers software products that are specifically engineered for real business needs and emerging market trends. As a result, our customers can rely on proven functionality based on clearly defined quality standards.

Local support
FNT works with partners at the local level, helping them find the most effective ways of developing their business with a strong focus on customer satisfaction. Meaning that we always strive to provide the best possible partner support as we work to meet the needs of our joint customers.

Full training and enabling
Our partner-specific training and enabling program provides fast access to high-level expertise in FNT products and services. To achieve this, we offer different kinds of resources such as introductory sessions, modular training and crash courses. But we also enable our partners in sales-related areas through joint marketing budgets, the provision of sales content, as well as financial incentives to boost joint growth.

Professional partner support
Our dedicated pre-sales support and sales model are effective tools that help our partners and us to achieve joint goals. We offer our partners professional support during the acquisition of opportunities, the initial consulting, project implementation and support phase.

Our Customers

We understand the individual requirements and needs of the customer, so we can provide the best possible products and services for their needs. Almost half of the DAX40 listed corporations already use the FNT Command Platform. Among our customers are:

- Axel Springer
- Bayer
- Federal Employment Agency
- German Bundeswehr
- Carl Zeiss
- Colt Technology Services
- Commerzbank
- Claro
- DC BLOX
- Digital Realty
- Fiserv
- Fraport
- GSI Helmholtzzentrum für Schwerionenforschung
- Haribo

- John Deere
- LVNL Air Traffic Control Netherlands
- Mercedes-Benz Group
- NetCom BW
- Nokia Networks and Services
- ProSiebenSat 1
- Retelit
- Schweizerische Bundesbahnen SBB
- Siemens
- Singapore Telecommunications Limited
- S.W.I.F.T Society for Worldwide Interbank Financial Telecommunication
- Vodafone
- Volkswagen
- Zweites Deutsches Fernsehen

Our Partners

Our broad partner network spans various industries and the entire globe. We are happy to count many well-known companies among our partners.

... and more

(i) **Want to win exciting new opportunities and create benefits for your customers? Join the FNT partner ecosystem!**

Contact us

About FNT

FNT GmbH, headquartered in Ellwangen (Jagst), Germany, simplifies the management of highly complex digital infrastructures in companies and public authorities with its FNT Command Platform. With the cloud-enabled "software made in Germany", IT, telecommunications and data center infrastructures can be efficiently recorded as digital twins and documented across all levels from buildings to digital services. The software also offers open interfaces and numerous functions for planning, implementing and automating transformations and changes in an integrated manner. FNT's customers include more than 500 companies and government agencies worldwide, including more than half of the DAX-40 listed corporations. FNT operates offices in several locations in Germany as well as in New York, London, Singapore and Timisoara and has an international partner system with market-leading IT service providers and system integrators.