LYRID

Lyrid Constellation Partners *Overview*

2023

Embark on a transformative journey where our innovative technologies become the backbone of your client offerings.

MESSAGE FROM OUR LEADERS

Partners play a crucial role in introducing technology teams to Lyrid and providing solutions that help them build, deploy, and manage their infrastructure.

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The program is available for companies who demonstrate a level of product quality, service, performance, privacy, and support that meets the advanced requirements of Lyrid end-users.

In this program, Lyrid typically partners with the following types of organizations:

- Development agencies
- System integrators
- IT consultants
- Digital educators
- Data centers

Partners in the Lyrid Partner Program provide end-users with a variety of end-to-end business solutions, such as:

- Custom application development
- Migration from other platforms
- System and app integrations
- Enterprise resource planning
- Digital solutions
- Business planning and IT consultation
- Development courses and training

WHY LYRID?

Built for growth

Lyrid is the only enterprise infrastructure solution built for high growth, high performance businesses. It's powered by the most advanced tools to help your clients scale, including:

- **Solve IT Problems with Automation—**Automate management of containers, databases, and deployments for increased efficiency, scalability, and agility in IT operations.

- **Unified Infrastructure & User Experience—**Streamline cloud, data center, and SaaS management for a consistent experience across networks, locations, and devices.

- **Integrated security and control—**Your cloud environment is always available and secure with Lyrid's built-in security & compliance: HIPAA, PCI-DSS, GDPR.

- **Increased deployment options—**A broad range of application deployment options are offered from a single platform.

- **Lower TCO costs up to 60%—**Reduce upfront costs with cloud economics.

- **Hybrid cloud flexibility—**Balance your needs and requirements across on-premises and cloud-based infrastructure.

Lyrid at a glance

Enterprise organizations have complex, multi-faceted businesses that have traditionally required a heavy investment of time, resources, and costly teams of specialists to execute small and large infrastructure tasks and cloud initiatives. We built the Lyrid platform to put our engineering leaders in control— empowering them to do more of everything with ease and agility. This approach is even more crucial right now given the pace of change in technology.

Our platform puts engineering leaders at the forefront of IT trends, so they can scale further, innovate, sell more, and create the best possible experience for their customers. This is brought to life on Lyrid through core features like:

01 Solutions Marketplace

An ecosystem of solutions and technology providers that reduce the need for integration and customization. Businesses can leverage all of the enterprise capabilities of Lyrid without extra engineering work.

02 Flexible, plug-and-play infrastructure

Make changes fast with Lyrid's deployment editor, or dive into the code for advanced customization. Get started with any of the supported language frameworks—without having to code—then customize your deployment settings to make customizations with a few clicks. Or deploy your app in a Kubernetes cluster

03 Rapid deployment

Lyrid requires no installation or manual deployment. It's 100% web-based with standardized APIs. Pre-existing templates via Lyrid reduce the custom development and integration requirements for many popular systems.

Implementation times of a Lyrid solutions are typically 1 week, but we've seen faster with businesses that needed a solution spun up quickly.

04 Everywhere availability

On Lyrid, developers can build, run and secure workloads anywhere—while managing everything from one place. We offer availability in many regions through our global bare metal cloud network architecture, enabling your clients to sell even in difficult to reach locations that are underserved by traditional cloud providers.

05 Bare Metal Cloud savings

Lyrid's bare metal cloud leverages physical servers, bypassing virtualization overhead to offer enhanced performance at a reduced cost. By eliminating unnecessary layers of complexity, it provides businesses with higher processing power at a lower price point. Combined with Lyrid's global network and optimization algorithms, clients can enjoy substantial savings without sacrificing speed, reliability, or security.

06 Scalability and reliability

Lyrid's cloud-based infrastructure—which powers over thousands of requests per second at its peak—works on a cluster of Lyrid's global network of servers running Kubernetes. This design ensures efficient traffic management and a remarkable 99.99% server uptime.

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We must stay at the forefront of innovation while demystifying and competing with cloud providers like AWS, GCP, and Digital Ocean. We love that Lyrid accelerates our existing offerings with their innovative solutions.

Aron Wagner, CEO of American Cloud

PROGRAM AT-A-GLANCE

Lyrid Constellation Partners is made more powerful through our community of certified agency partners, solution builders, and experts who have a deep understanding of how to build on Lyrid. Even better, Lyrid end-users benefit from exclusive pricing and discounts for dozens of services and technology providers.

Consulting Partners:

Lyrid empowers partners with cutting-edge technology, enabling them to seamlessly introduce and sell Lyrid software to their clientele.

Benefits:

- **Cost-Efficient Solutions:** Harness the Lyrid Platform to deliver innovative products without incurring additional costs.

- **Revenue Uplift:** Watch your bottom line grow as the combined strength of our partnership elevates your offerings.

- **Simplified Operations:** Streamline workflows by harnessing the benefits of Kubernetes without the need for additional infrastructure or personnel.

- **Competitive Pricing:** Partnering with Lyrid ensures you can offer unmatched rates, boosting client engagement.

- **Joint Promotion:** Mutual marketing drives fortify both brand presences in the market.

- **Focused Development:** Help clients redirect energies on core software/business development while Lyrid manages backend intricacies.

- **Market Expansion:** Collaboratively access and capture untapped market segments through Lyrid's network.

Data Center Partners:

Reimagine data center dynamics! Blend and bundle services with Lyrid's innovations, offering an array of managed cloud services, complete with advanced Kubernetes automation.

Benefits:

- **Peak Machine Sales:** Maximize hardware sales efficiency without the need for additional workforce augmentation.

- **Efficient Machine Use:** Ensure optimal performance and utilization of data center resources.

- **Strong Industry Presence:** Position oneself strongly against tech behemoths like AWS, Google, and Azure.

- **Market Penetration:** Quick time-to-market with Lyrid implementations.

- **Regional Dominance:** Cement a dominant regional presence through combined efforts.

- **Cutting-Edge Solutions:** Stay ahead with Lyrid's trailblazing technological contributions like Managed Kubernetes software.

- **Dedicated Account Management:** Get personalized support and marketing/engineering management.

- **Exclusive Partner Portal Access:** Access to exclusive resources and tools.

- **Co-Branded Technical Documentation:** Jointly authored support materials written by Lyrid.

- **Access to Lyrid's Solution Partners:** Integration with Lyrid's additional software services.

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> **This newly launched solution accommodates microservice adoption for industries actively pursuing agile development. From this collaboration, alongside supporting customer's business excellence, we plan to focus on providing simplified infrastructure implementations, faster technology adoption, scalability, and data localization support**
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> Dondy Bappedyanto, CEO of Biznet Gio Nusantara.

Solution Partners:

Position your tech solutions center stage! Partner with Lyrid's marketplace, expanding your reach and making your solutions a go-to for a burgeoning number of end-users.

Benefits:

- **Integration Ready:** Enjoy seamless integration with Lyrid's APIs and engineering assistance.

- **New Revenue Streams:** Earn revenue from Lyrid's Solution mMarketplace sales.

- **Lyrid Platform Credits an:** Reduced costs for using Lyrid's platform.

- **Dedicated Developer Support:** Assistance for any technical challenges by the Lyrid team.

- **Innovative Solutions:** Blend offerings ensuring end-users derive maximum utility and satisfaction.

- **Easy Onboarding:** Transition smoothly and effortlessly into the Lyrid ecosystem.

- **Market Reach:** Venture into new global regions previously uncharted, tapping new customers and revenue sources.

- **Brand Amplification:** Mutual marketing endeavors elevate brand presence and recognition.

> Lyrid is building an ecosystem of partners that we can leverage in the future. This is the perfect type of business and technology partnership that gives us a big competitive advantage.
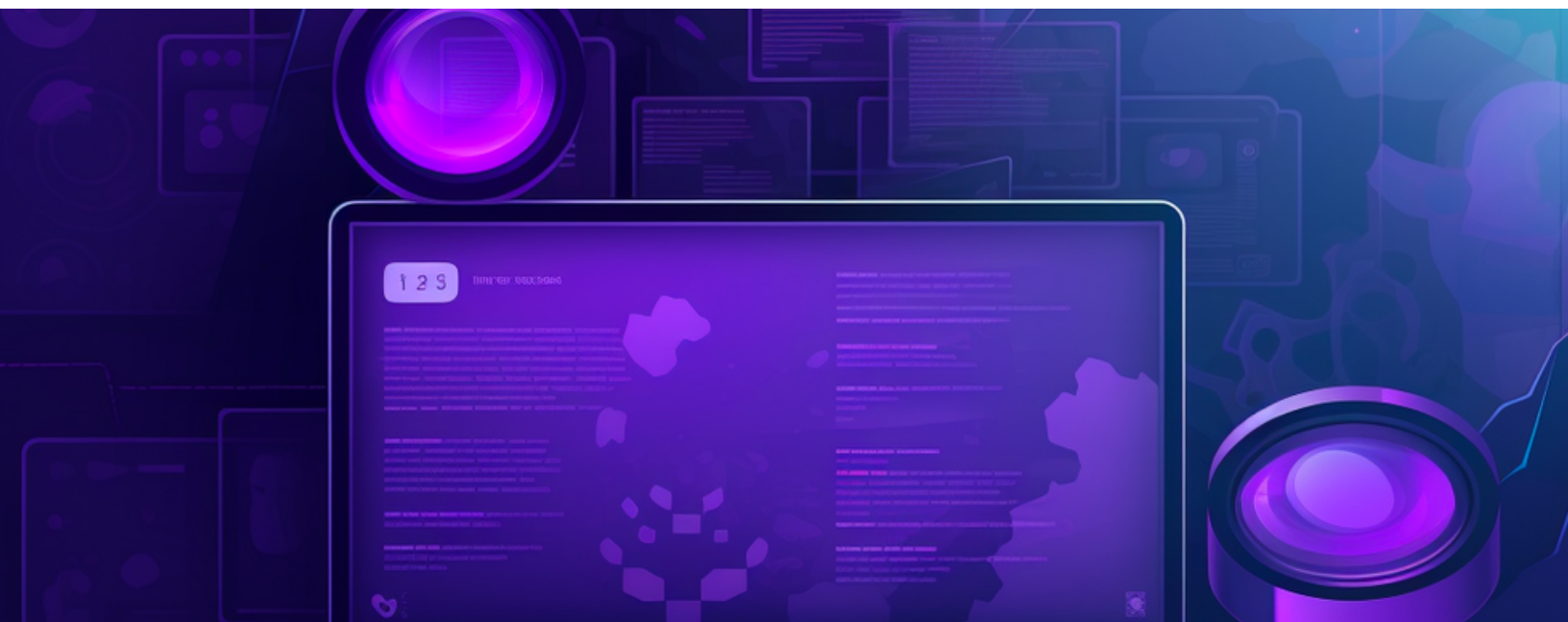>
> **Kevin Neal, CEO of P3iD Technologies**

Agency Partners:

A win-win! While you focus on delivering impeccable software solutions, Lyrid directs potential software development clients right to your doorstep.

Benefits:

- **Customer Referrals:** Grow your business with quality referrals from Lyrid.

- **Amplified Revenues**: Collaborate, deliver, and watch revenue streams flourish.

- **Lyrid takes just a small % on the project cost:** Allowing agencies to retain more revenue. This lower-than-average commission rate.

- **Project Scope Expansion:** Tackle a diverse array of projects, broadening service horizons.

- **Technical Training and Support:** Stay up-to-date with Lyrid platform training and Lyrid's exclusive support line.

- **Co-marketing Opportunities:** Collaborate on marketing activities.

- **Priority Access to New Features and Beta Programs:** Early access to new features.

Training Partners:

Become a beacon of knowledge! Educate about Lyrid's offerings and earn handsome commissions with every successful referral.

Benefits:

- **Lucrative Commissions:** Benefit from Lyrid's attractive revenue sharing model.

- **Wider Audience Reach:** Expand horizons by reaching learners in Lyrid's partner regions, across diverse regions.

- **Enhanced Course Offering:** Comprehensive courses backed by Lyrid's engineering team's active involvement.

- **Cost Efficiency:** Make courses even more attractive by providing steep discounts for pro and enterprise-users.

BECOME A PARTNER

Changing the future with Lyrid

The Constellation Partner Program epitomizes Lyrid's vision of an interconnected, technologically advanced future. Together, we're crafting a narrative of boundless potential. Partner with us and co-script technology's next epoch. Embrace the future. Embrace Lyrid.

We thank you for your interest in becoming a Lyrid Constellation Partner!

CONTACT

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BUILD REVENUE WITH LYRID

Additional resources

- **Lyrid Cloud Suite Brochure**

- **Lyrid Enterprise Brochure**

- **Lyrid Startup Brochure**