



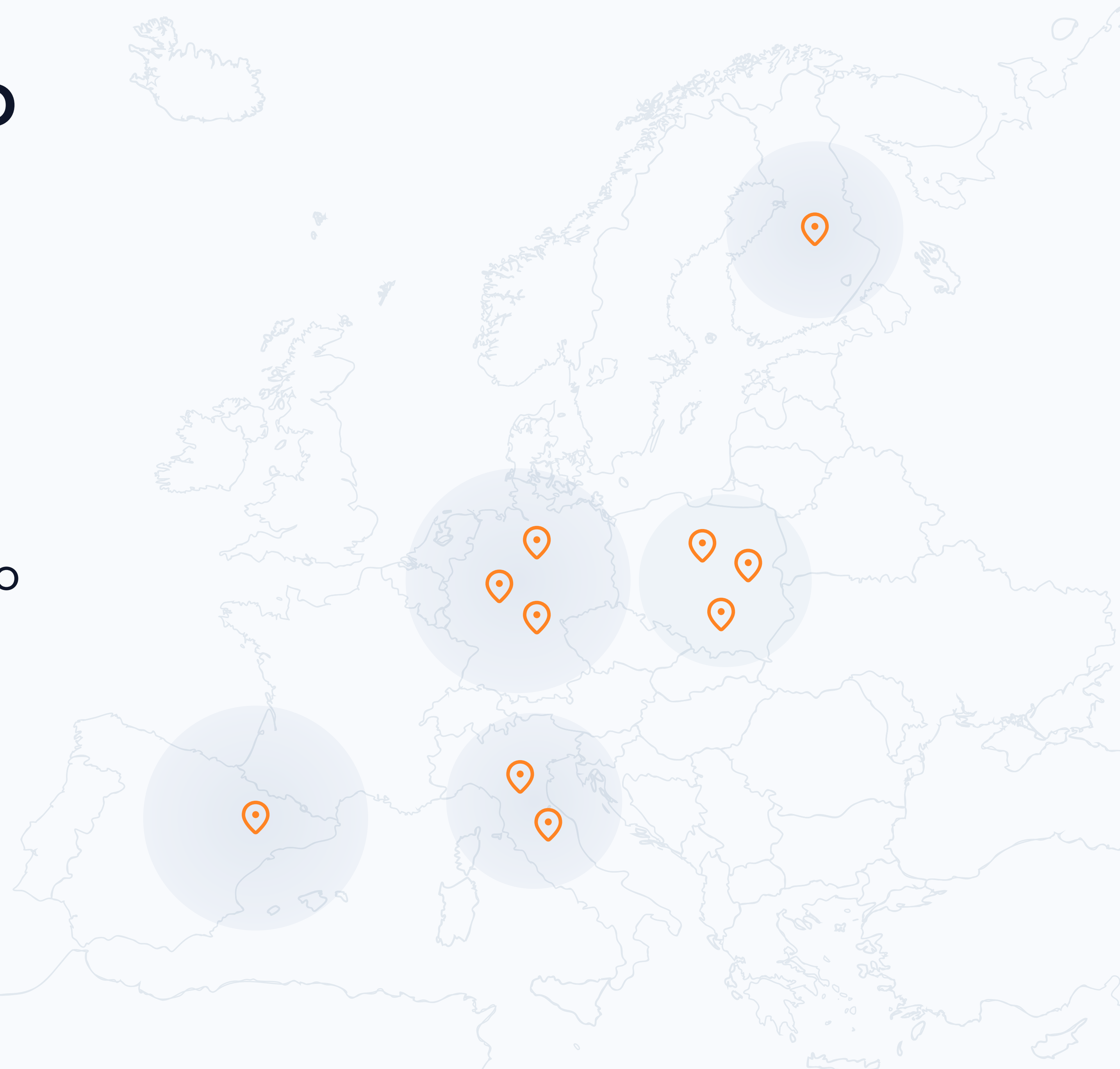
Become a CloudFerro Partner – offer European sovereign cloud services to your customers

Join our partner ecosystem and grow your business using open technologies, flexible cooperation models, and cloud infrastructure optimized for AI.

[Become a CloudFerro Partner](#)

Get to know CloudFerro

- ✓ Over 10 years on the cloud computing market.
- ✓ More than 300 employees and over EUR 41M revenue in 2024.
- ✓ European sovereignty: compliant with EU regulations and standards, services delivered from data centers located in Europe.
- ✓ Certifications: ISO 9001, ISO 27001, ISO 270017, ISO 270018, BSI-C5 and Facility Security Clearance Certificates.
- ✓ Over 600 PB HDD + more than 100 PB Earth Observation data, 24/7 NOC/SOC.



Explore CloudFerro Services

- ✓ Open-source architecture delivered by experienced and professional experts
- ✓ Public, private, and hybrid cloud
- ✓ Virtual machines – numerous configurations and OS images
- ✓ Block Storage – storage cluster with separate HDD and SSD (NVMe) layers
- ✓ Object Storage – S3-compatible with HTTP REST interface
- ✓ GPU as a Service – locally available with no data transfer outside the EU and competitive pricing
- ✓ CloudFerro Sherlock platform – ready-made environment for training and hosting LLM and AI/ML models; “Privacy-First” policy (client data is not used to train models)
- ✓ Kubernetes – automation of deployments, application management, and DevOps/AI/ML environments
- ✓ Network services – Load Balancer, Firewall, VPN



Why work with CloudFerro



Technological independence and flexibility

CloudFerro operates its own technology stack based on OpenStack and Ceph, which means which means no dependence on external suppliers and full control over solutions.

This allows Partners to offer their customers an open, transparent, and fully customizable cloud — ideal for CI/CD, testing, or implementation of development environments.

For software houses, this means complete freedom to tailor environments to project needs, without licensing restrictions or vendor lock-in.



Data sovereignty and full locality

CloudFerro operates entirely within the European Union.

It is not subject to non-EU jurisdictions (e.g., the US CLOUD Act), and all customer data is stored and processed in CloudFerro's European data centers.

This guarantees compliance with GDPR, NIS2, and DORA, as well as meeting requirements of public-sector and enterprise customers for whom local data storage and security are essential.





Attractive pricing and predictability

CloudFerro offers a simple, transparent pricing model with predictable fees and no hidden costs. Partners benefit from attractive discounts and flexible commercial terms, which enables them to maintain healthy margins and greater profitability than when working with global hyperscalers.

Transparent billing makes long-term offer and budget planning easier.



Dedicated support and real influence on the roadmap

CloudFerro builds partnerships based on trust and availability.

Starting from the Advanced level, partners can co-shape the product roadmap by participating in consultations and joint technical initiatives.

We provide free test environments and PoC on optimised resources, as well as pre-sales support for project design and deployment.



High performance and specialization

Our infrastructure is built for large datasets and HPC-class workloads.

CloudFerro manages complex environments used across commercial, public, scientific, and defence sectors, offering services for satellite data analysis, Big Data, AI, and Machine Learning (Sherlock platform).

Partners can participate in joint projects with the European space sector, leveraging CloudFerro's experience and resources.



Become a CloudFerro Partner

Partner Categories & Levels

The background features a dynamic, abstract design with flowing, wavy lines in shades of deep blue and vibrant orange. These lines create a sense of movement and depth, resembling a stylized representation of data or energy. Scattered throughout the composition are numerous small, glowing orange and yellow particles, some of which appear to be trailing behind the main lines, adding to the overall futuristic and high-tech aesthetic.

Partner categories

The CloudFerro Partner Program is designed to support a variety of cooperation models — from simple referral of our services to building your own cloud offerings based on CloudFerro infrastructure. Each partner type corresponds to a specific level of technical and business engagement.

1 **Referral** Affiliate



2 **VAR** Value Added Reseller



3 **MSP** Managed Service Provider



4 **Strategic** White Label



Become a CloudFerro Partner



Referral

Affiliate

For companies and consultants who do not provide their own operational services but recommend cloud solutions to clients.

Such a partner:



- passes qualified leads and recommendations to CloudFerro,
- advises customers on selecting an optimal IT environment,
- supports the decision-making process without operational involvement.

Benefits:

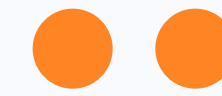


- simple cooperation model with no technical investment,
- commission-based remuneration for successful referrals,
- **commissions from 5% to 20% for CloudFerro services.**



VAR

Value Added Reseller



For companies that add value through integration, migration, and configuration of CloudFerro services within client projects.

Such a partner:

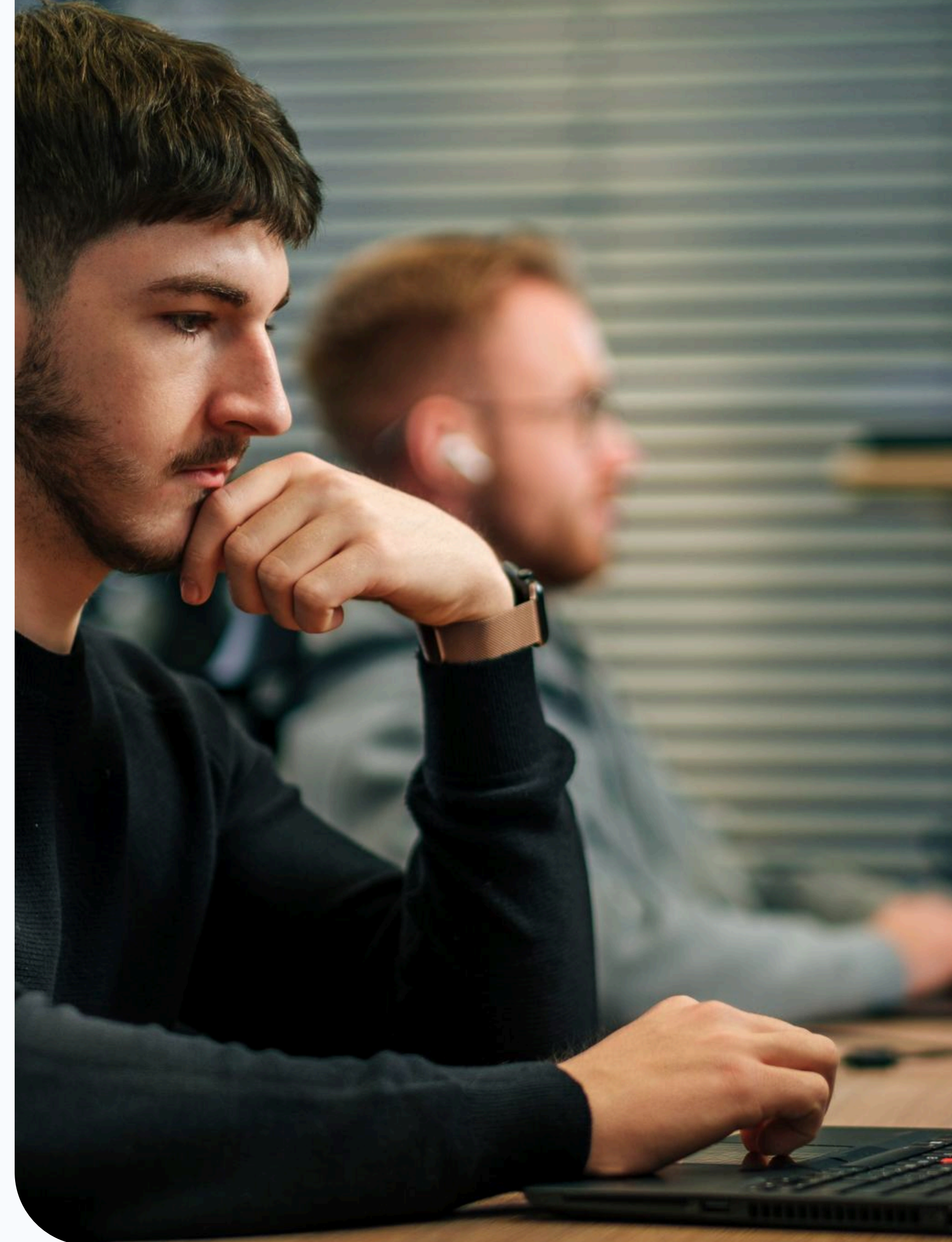


- sells implementation projects based on CloudFerro services,
- often provides basic post-sales support,
- serves medium, enterprise, and institutional clients requiring individual approach.

Benefits:



- expansion of your portfolio with European sovereign cloud,
- capability to generate revenue from implementation and integration projects,
- **discounts from 10% to 35% on CloudFerro services.**



Partner categories

MSP Managed Service Provider

For partners offering full operational management of cloud environments in a managed services model.

Such a partner:



- apart from implementations and integrations, provides ongoing operational services: maintenance, monitoring, 24/7 support;
- works in long-term and subscription-based models,
- guarantees stability and security of customer environments,
- has documented experience (minimum 5 clients for at least 12 months).

Benefits:



- a steady source of income in a subscription model,
- access to AI-optimized infrastructure and CloudFerro support in a daily customer support,
- **discounts from 15% to 40% on CloudFerro services.**

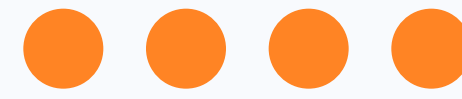


Become a CloudFerro Partner



Strategic

White Label



For partners who build their own public or private cloud services using CloudFerro infrastructure under their own brand.

Such a partner:



- uses CloudFerro resources under individually agreed terms,
- can offer services under their own brand while retaining full client ownership,
- operates with top-level technical and business support.

Benefits:



- ability to build an independent cloud offering based on a European infrastructure,
- CloudFerro support for development and maintenance of cloud environments,
- individually agreed conditions and discounts within the strategic partnership,
- **negotiated discounts.**



Partner levels

The CloudFerro Partner Programme offers **progressive discounts and benefits based on sales volume.**

Partner Level	Requirements	Benefits	Additional discount
Standard	<ul style="list-style-type: none">Acceptance and signing of partner agreement (non-exclusive),forecast: €5,000 MRR,20% YoY MRR growth.	<ul style="list-style-type: none">Pre-sales support,free demo/PoC (within assigned credit).	15%
Advanced	<ul style="list-style-type: none">Acceptance and signing of partner agreement (non-exclusive),forecast: €25,000 MRR,20% YoY MRR growth.	<ul style="list-style-type: none">Pre-sales support,demo/PoC within credit,co-marketing / co-branding (MDF fund: 5% of net sales),roadmap consultations,sales leads,participation in CloudFerro projects (after meeting criteria).	20%
Premium	<ul style="list-style-type: none">Acceptance and signing of partner agreement (non-exclusive),forecast: €50,000 MRR,20% YoY MRR growth.	<ul style="list-style-type: none">Pre-sales support,free demo/PoC environments,co-marketing / co-branding (MDF fund: 5% of net sales),roadmap participation,sales leads,participation in CloudFerro projects (after meeting additional criteria).	25%
Strategic (White Label)	Individually established conditions within strategic partnership.	<ul style="list-style-type: none">Full technical and business support,individual discounts and benefits,capability of building white-label offering.	Individually agreed

Benefits from cooperation



Pre-sales support in sales processes



Participation in CloudFerro projects after meeting additional criteria



Free test and Proof-of-concept (PoC) environments



Attractive discount policy ensuring high margins



Co-creating CloudFerro's product roadmap



Transparent cooperation and billing



Co-marketing under the MDF fund



Infrastructure as a Code (IaC)



The background is a dynamic, abstract composition of flowing, wavy lines in shades of deep blue and vibrant orange. These lines create a sense of movement and depth, curving and swirling across the frame. Interspersed among the lines are numerous small, glowing orange and yellow particles, some appearing as sharp points of light and others as soft, out-of-focus bokeh. The overall effect is one of high-tech energy and futuristic design.

Who is the program for?

Who is the program for?

Who is the CloudFerro Partner Program for?

We are looking for companies that:

- ✓ have competencies in system integration, software development, or DevOps;
- ✓ serve B2B end-customers,
- ✓ want to expand their skills and offering,
- ✓ embrace open-source solutions and value transparent cooperation.



Become a CloudFerro Partner



CloudFerro is not a cloud giant – and that’s exactly why it’s worth working with us:



You earn more than with global hyperscalers.



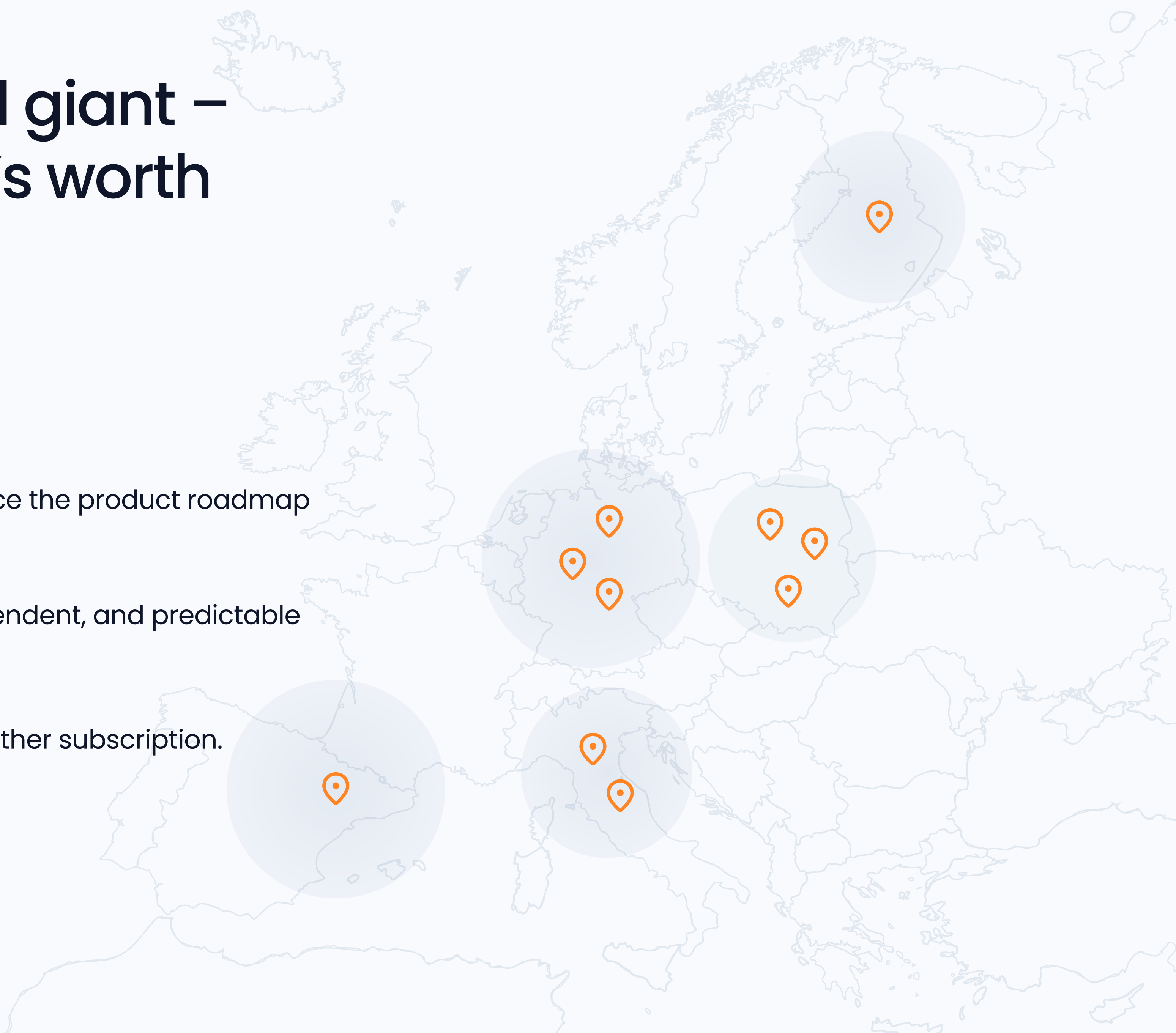
You won’t disappear in the crowd – you influence the product roadmap and receive dedicated support.



You provide customers with a sovereign, independent, and predictable cloud.



Together we build long-term value, not just another subscription.



Join the Partner Programme

Ready to become a CloudFerro Partner?

Join the Partner Programme and grow your business based on
an open, sovereign and European cloud.

Contact us: partner@cloudferry.com →



Become a CloudFerro Partner

