

# PARTNER PROGRAM

## FOR VARS, SOLUTION PROVIDERS & SERVICE INTEGRATORS

Maintech delivers white-label global IT services, so you can expand your offering, win larger deals, and enter new markets, without adding headcount or infrastructure.

Our partner program is built for VARs, Solution Providers, and OEMs who need a reliable delivery partner behind the scenes. Maintech operates as your extended team: delivering services on the ground, maintaining your brand, and delivering consistent results wherever your customers are.



**MAINTECH**

# Extending Your Capabilities

**Discover how Maintech supports VARs, Solution Providers, and Service Integrators to expand the breadth and depth of their service delivery.**

The examples below are anonymized snapshots of the shared impact created through a Maintech partnership. Each one draws on Maintech's global parts network and direct labor expertise to deliver fully against the end client's unique requirements.



## **OEM Warranty Execution at Global Scale**

A global OEM needed a partner to execute parts warranty services across a complex, dispersed install base, with every repair meeting their own warranty and compliance standards. Maintech delivers warranty repair and parts replacement through a standardized technician network, keeping engineers current on the latest technical training and removing model coverage risk.



## **Accelerated Delivery for Solution Providers**

A Solution Provider faced a client project where the timeline suddenly compressed. By bringing in Maintech as a strategic delivery partner, they scaled rapidly to meet the new demand and hit the revised deadline without compromising on quality.



## **Reliable White-Label Support for VARs**

A global VAR partners with Maintech for white-label data center maintenance, solving US field service challenges where cost and reliability from third-party labor marketplaces consistently fall short.

# White-Label Partner IT Services

**A complementary range of data center, cloud, and end user IT services delivered globally on behalf of partners for their clients.**

## **Deliver More for Your Clients, with Maintech Behind You**

Your clients are bringing you a growing list of IT requirements. Cloud migrations, workstation refreshes, compliance audits, and specialist infrastructure. Not every requirement fits inside your own delivery model, and that's where a white-label delivery partner earns its place.

With 50+ years of IT services expertise, directly employed technicians across 60+ countries, and full project delivery capability, Maintech gives partners the technical depth, global reach, and operational reliability to say yes to more opportunities.

We work with VARs, Solution Providers, and Service Integrators as a white-label delivery arm, a co-sell partner, or a specialist subcontractor, depending on how you want to engage. The deliverables below map to the conversations your team is having with clients every day.

## **Service Groupings**



### **Migrations**

- Azure tenant-to-tenant migrations (M&A consolidation, divestitures)
- Microsoft 365 tenant migrations and mergers
- On-premises to cloud workload migrations
- Hybrid and multi-cloud moves
- Data center relocations and consolidations
- Office moves and site relocations
- Legacy platform and application migrations



### **Modernization**

- Windows 11 workstation refresh programs
- Cloud cost, licensing, and performance optimization
- Identity modernization (Microsoft Entra ID, SSO, Intune)
- Server, storage, and network infrastructure refresh
- End-user device fleet refresh and standardization
- Environment consolidation and right-sizing
- Microsoft 365 optimization and tenant tidy-up



## Deployments

- Data center build-outs, rack and stack, commissioning
- Hyperscale infrastructure rollouts with OEM/ODM partners
- Liquid cooling environment procurement, install, and support
- AI-ready infrastructure deployments
- New office and site IT builds
- IMACs (installs, moves, adds, changes) at scale
- Structured cabling, power, and environmental readiness



## Operations & Support

- 24/7 IT service desk (white-label or co-branded)
- Network Operations Center (NOC) monitoring and management
- Smart hands and remote hands support
- On-site field service and break-fix
- Dedicated and on-demand staff augmentation
- Device management and fleet lifecycle services
- Global in-country technical resource for multi-site estates



## Security & Compliance

- 24/7 Security Operations Center (SOC) and SIEM monitoring, remediation, and mitigation
- Microsoft Defender and Sentinel deployment and management
- Endpoint protection and automated patch management
- Identity and access management (MFA, PAM, conditional access)
- Cloud security for Microsoft 365 and Azure
- Compliance projects aligned to NIST, CMMC, ISO, and other frameworks
- Incident response, containment, and remediation
- Security awareness training and simulated phishing programs



## Lifecycle & Supply Chain

- Parts quality assurance and lab-tested component validation
- End-of-Service-Life (EOSL) hardware support
- Global parts sourcing, inventory, and spares management
- Logistics as a Service (warehousing, kitting, fulfillment)
- Precision kitting and pre-deployment configuration
- Asset lifecycle tracking and reporting
- Reverse logistics, decommissioning, and secure disposal

# Broaden Benefits to Your Clients with a Global Delivery Partner

**White-Label Delivery. Global Reach. Zero Compromise.**



## Global Reach, Local Delivery

Maintech delivers onsite support across markets worldwide, backed by a global logistics network and strategically positioned forward stocking locations. With a predominantly direct labor workforce across all regions, your customers receive consistent, high-quality service – wherever they operate.



## White-Label Execution

Maintech operates behind the scenes. We represent your brand, follow your processes, and keep you front and center in every client interaction. Your customer relationship stays exactly where it belongs – with you.



## Operational Relief

Free up your internal teams by offloading delivery functions that limit your scalability. Maintech absorbs the operational burden of field services, logistics management, and technical delivery, so your team can focus on growth.



## Growth Enablement

Pursue and win opportunities you couldn't previously support. With Maintech as your delivery partner, you can confidently take on larger contracts and expand into new geographies – without the financial risk or operational strain of scaling alone.



## Consistency & Reliability

Our delivery model is built on a consistent technician network and standardized processes, so your customers receive the same quality of service regardless of where they're located.



## Enterprise-Grade Capability

Maintech brings enterprise-level capability to your portfolio – data center support, end-user services, and project-based engagements included. Whether it's hardware refreshes, migrations, or ongoing managed delivery, we have the depth to support your most demanding customers.

**Ready to Scale  
Your Capabilities?**

Let's explore how Maintech can extend your delivery capabilities, wherever your customers operate.

**Join the Maintech  
Partner Program**

