

Acquia Partnership 101

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Long-term Goal of MontenaSoft.com

- Become one of the most influential Drupal providers in South-East Europe
 - (in terms of Community)
- Do interesting projects \Leftrightarrow complex projects

Customer Wishes

- Support, Support, Support
- Small companies do not have the resources for 24/7

Acquia wants from Partners (in our opinion)...

- References
 - You must provide good services
 - You must provide references
(Acquia will check it – you need at least 3)
- “Community foot-print”
 - Helping community
 - Be present (DrupalCamp, DrupalCons)
 - Seeding Drupal

What have we done

- Invested time in our web site
www.montenasoft.com
- Hosting and leading Drupal translation to Serbian/Croatian/Bosnian
- Invested time, energy and money in reference projects (more details under www.montenasoft.com/portfolio)

Strengths and Advantages

- Marketing boost
 - (number of homepage hits grows rapidly)
- Referrals from Acquia
- People with projects know who you are <=>
if there is an overhead in the project,
someone will call you
- Chance to do interesting/big projects

Next Steps of Action (if you want to be involved)

- visit www.acquia.com
 - <http://acquia.com/files/acquia-partner-program-intro-guide-v1.pdf>
 - <http://acquia.com/product-matrix>
 - <http://acquia.com/partners/showcase/montenasoft-0>
 - Acquia Contact in Europe:

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