

vCloud.ai recommends regional partners take these initial steps to kickstart sales of vCloud.ai products and solutions in the region:

1. The partner should designate at least one dedicated technical and sales manager for vCloud.ai products (this can be the same individual).
2. Dedicated managers for vCloud.ai must complete the Cluebase VMS certified online training.
3. The partner should provide a dedicated PC for demonstrations of vCloud.ai VMS to potential resellers/end-users. The PC should meet the following specifications: at least an Intel Core i5 (10th generation or higher), 16 GB RAM or more, and an Nvidia GPU (e.g., RTX 3050, 2060, 3060, etc.). Operating system Ubuntu 20.04 Desktop version.
4. The dedicated manager should submit and regularly update the project pipeline form (a shared file provided by vCloud.ai), preferably every two weeks.
5. Share vCloud.ai marketing posts on LinkedIn.