



Channel Partner Program

UL Cloud Certification Program for the colo – hyperscale data center

Protecting society against colo and cloud downtime.

UL Cloud Certification

The certification program was created to support both the hyperscale community as well as colo/wholesale data center providers. Based around the hyperscale user requirements, UL Cloud Certification via UL 3223 is built on reliability without increasing construction cost. The UL brand has become synonymous with integrity and trust. Receiving data center certification, portrays that the infrastructure has been assessed for risk and will operate properly.

Channel Partner Program

Aligning yourself with UL creates a partnership that demonstrates loyalty to your customer base. As a UL Cloud Channel Partner, you will act as the Client Relations Manager (CRM) throughout the process, strengthening skill sets that differentiate you from your competition. The UL Cloud Certification program allows you to become closer to your colo and hyperscale clients as the Channel Partner CRM.

Training and support

UL and ESD Consulting will provide ongoing training and support throughout your participation in the program in the areas of joint client presentations (increasing your chances of winning), program features, technical requirements, marketing materials and joint advertising.

Partnerships that matter

- OEM – Equipment Manufacturers
- Architects / Engineers
- Value Added Resellers (VAR)
- Contractors
- Consultants

To learn more and to become a UL Channel Partner, visit www.UL.com/DataCenter or contact us at DataCenters@UL.com



Empowering Trust™

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