Droplet Computing Reaches Milestone in Channel Recruitment

Submitted by: hiviz-marketing
Wednesday, 26 June 2019

Two-tier Distribution Model Enabling Company to Rapidly Scale

LONDON, UK – June 26, 2019 – Droplet Computing (https://www.dropletcomputing.com) today announced it has reached a milestone in its channel strategy with 30 partners currently on-boarded.

Following signing specialist distributor Prianto in the UK and US in April 2018, partner recruitment, training and on-boarding has been their main focus. The Prianto (https://www.prianto.co.uk/home/) group in other countries has now also added Droplet Computing into their vendor portfolio, including The Netherlands, France and Germany.

"Right from the get go I have said that Droplet Computing is the most exciting end user computing product in decades," commented Yuri Pasea, CEO Prianto UK. "The traction we are seeing in onboarding new partners for Droplet Computing demonstrates the appetite for their technology. While we are continuing a recruitment drive for Droplet Computing, we are now also focused on making the ones we have signed productive."

Droplet Computing containers enable a number of use case scenarios for organisations that require legacy, but business critical, applications to work on new operating systems that they were not designed for. Legacy applications run in the container with no packaging or re-writing required. The ability to work online and offline is a key functionality and the containers are also highly secure, confirmed by a recent pen test (http://www.dropletcomputing.com/wp-content/uploads/2019/04/Droplet-Computing-Brings-Existing-Apps-to-Latest-Platforms-5 conducted by NCC Group plc.

"We are very aware that, for an innovative start up organisation, getting on channel partners' agendas can be tough, but Prianto has been key in engaging new partners for us," stated Peter von Oven, founder, Droplet Computing. "For Droplet Computing to scale and to service the demand we have in our pipeline, more partners are critical for our continued success and we look forward to welcoming new partners onboard."

Droplet Computing provides partners competitive margins, access to deal registration and leads through their partner portal and customised marketing support.

"XMA has been working alongside Droplet Computing for the past 2 years throughout the development of their platform," commented Peter Heath, CTO, at Droplet Computing partner XMA. "2019 has been exciting and rewarding as we are now seeing our customers realise the benefits of the technology and our investment, especially in regards to helping them overcome application interoperability challenges whilst migrating to Windows 10."

About Droplet Computing
Droplet Computing is redefining application delivery with its patent-pending application container

technology, enabling applications to be delivered to Windows, Mac or Linux. Today's businesses are under pressure to transform and update but are being held back by applications - from legacy to current versions. Droplet Computing decouples applications from the OS for online and offline use and delivers significant business value by providing costs savings, increasing user productivity and so much more. Learn more at www.dropletcomputing.com or follow us on Twitter @dropletcom.

Media Contact:
Jane Rimmer|Droplet Computing|+44 7710 633488|jane@dropletcomputing.com

responsesource