



# Panasas Partner Program

## Program Overview

### THE PANASAS DIFFERENCE

Panasas is the premier provider of high performance parallel storage solutions for technical computing applications and big data workloads. All Panasas scale-out storage appliances leverage the Panasas parallel file system (PanFS) to deliver superior performance, data protection, scalability, and manageability. Panasas systems are optimized for highly demanding HPC storage applications in the bioscience, energy, government, finance, manufacturing, and other core research and development sectors.

### PARTNERING WITH PANASAS

The Panasas global sales strategy relies upon a robust partner business. Regardless of your company's size, business model, geographic location or vertical focus, our goal is to provide our partners with access to superior business and technical resources dedicated to your success. Through our enablement programs, marketing tools and global sales organization Panasas is ready to support your needs. The bottom line is straight forward; Panasas is committed to delivering value to partners who mutually invest in the relationship.

### PROGRAM DESCRIPTION

The three-tiered Panasas Partner Program provides a strong foundation for your success. As your organization invests more with Panasas your access to benefits and resources increases. Our program provides a global framework on our commitment to partners. Specific programmatic benefits and requirements are determined and managed at a regional level (Americas, EMEA & APAC).

For more information on the benefits of becoming a Panasas partner please contact us at [partners@panasas.com](mailto:partners@panasas.com) or visit the Panasas Partner Portal at [www.panasas.com](http://www.panasas.com).

### PARTNER BENEFITS

Benefits	Platinum	Gold	Silver
Standard Discounts	•	•	•
Deal Registration Eligible*	•	•	•
Partner Portal Access	•	•	•
Partner Communications	•	•	•
Maintenance Renewal Eligible	•	•	•
Use of Program Logo	•	•	•
Sales Training	•	•	•
Technical Training	•	•	
Proposal-Based MDF	•	•	
Margin Enhancement Programs*	•		
Panasas Executive Sponsor	•		

\* Program benefits are determined and managed at a regional level—Americas, EMEA, and APAC.

### PARTNER REQUIREMENTS

	Platinum	Gold	Silver
Current Contract	•	•	•
Revenue/Pipeline Attainment*	•	•	•
Business & Marketing Plan	•	•	•
Panasas Sales Training*	•	•	•
Panasas Technical Training*	•	•	
Annual Business Review	•		

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