

REASONS TO PARTNER



PARTNER PROFITABILITY

Grow profits by selling higher margin modern storage infrastructure with WekaFS™ software for high performance workloads in AI and technical computing. Weka contributes to partner profitability from the outset: determining whether Weka can help a customer is typically accomplished in one meeting.



ALL-INCLUSIVE PROGRAM

Weka offers a comprehensive program that delivers the resources you need to be successful: training/enablement, turn-key campaigns, deal registration and much more.



WORLD-CLASS ECOSYSTEM

The Weka partner and technology ecosystem provides you with the Limitless Data Platform resources you need to provide solutions to customer problems that are clearly differentiated from existing NAS, NVMEoF, and parallel file systems that you have within your portfolio.



Weka Innovation Network

GLOBAL PARTNER PROGRAM



WIN WITH WEKA

Our partner network delivers innovative solutions that solve customer and industry challenges. We are building a solid ecosystem that will help accelerate technical computing in the enterprise and make it easier for customers to accomplish their business goals through technology.

As AI and technical compute become mainstream, it will become even more critical to deliver the highest performing solutions that customers demand, which will give them a competitive advantage and change the way they do business.

Learn more about the Weka Innovation Network today.

Go to <https://win.weka.io> to win with Weka.

Email questions to partners@weka.io.



PARTNER REQUIREMENTS

	OEM/SERVER PARTNER	OEM/SYSTEM INTEGRATOR	RESELLER/CHANNEL PARTNERS		
REQUIREMENTS	INNOVATOR	IGNITER	LEADER	ACCELERATOR	CATALYST (NDA-Only)
Sales Training	3 Sales/Marketing Accreditations	3 Sales/Marketing Accreditations	2 Sales/Marketing Accreditations	1 Sales/Marketing Accreditations	1 Sales/Marketing Accreditations
Technical Training	3 Technical Certifications	3 Technical Certifications	2 Technical Certifications	1 Technical Certifications	
Partner Agreement	●	●	●	●	
NDA	●	●	●	●	●
Business Plan	●	●	●		
Dedicated Sales Resource	●	●	●		
Dedicated Technical Resource	●	●	●		
Quarterly Business Review (QBR)	●	●			
Half Yearly Business Review			●		
"Bug" / Weka Partner Logo	●	●	●	●	
Weka on Partner's Website	●	●	●	●	

PARTNER BENEFITS

	OEM/SERVER PARTNER	OEM/SYSTEM INTEGRATOR	RESELLER/CHANNEL PARTNERS		
BENEFITS	INNOVATOR	IGNITER	LEADER	ACCELERATOR	CATALYST (NDA-Only)
Partner Portal Access	●	●	●	●	●
Sales/Marketing Training**	●	●	●	●	●
Technical Training**	●	●	●	●	●
Co-brandable Campaigns		●	●	●	●
Access to MDF (discretionary)	●	●	●		
Weka Partner Locator Listing	●	●	●	●	
Opportunity Registration	●	●	●	●	●
Dedicated Weka Account Manager	●	●	●		
WIN Program / Weka Logo	●	●	●	●	
WekaFS NFR License	●	●	●	●	
Weka Within™ Self-Certification	●	●	●		
Joint Solutions Brief	●	●			
Social Media Support	●	●	●	●	

**Free Online Training