

## 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 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 [www.weka.io/partners](http://www.weka.io/partners) to win with Weka.

Email questions to [partners@weka.io](mailto:partners@weka.io).



## PARTNER REQUIREMENTS

REQUIREMENTS	RESELLER/SOLUTION PROVIDER			
	TECH/ALLIANCE	LEADER	ACCELERATOR	CATALYST
Partner Agreement	●	●	●	●
Dedicated Sales Resource	●	●		
Dedicated Technical Resource	●	●		
Revenue Target		●		
Business Plan	●	●		
Quarterly Business Review (QBR)	●	●		
Half Yearly Business Review	●	●	●	
Alliance Page Creation	●			
"Bug" / Weka Partner Logo on Partner's Website	●	●	●	
Partner Agreement	●	●	●	
Dedicated Sales Resource	●	●		
Dedicated Technical Resource	●	●		

## PARTNER BENEFITS

BENEFIT	RESELLER/SOLUTION PROVIDER			
	TECH/ALLIANCE	LEADER	ACCELERATOR	CATALYST
Partner Portal Access	●	●	●	●
Sales Training	●*	●	●*	●
Co-brandable Campaigns		●	●	●
Access to MDF (discretionary)	●	●		
Weka Partner Logo/Bug	●	●	●	●
Opportunity Registration		●	●	●
Dedicated Account Manager		●		
Listed in Weka Partner Site	●	●	●	●
NFR License	●	●	●	
Engineering Solutions Testing	●			
Joint Solutions Brief	●			
Reference Architecture Support	●			
Social Media Support	●	●	●	

\*Online training available in portal