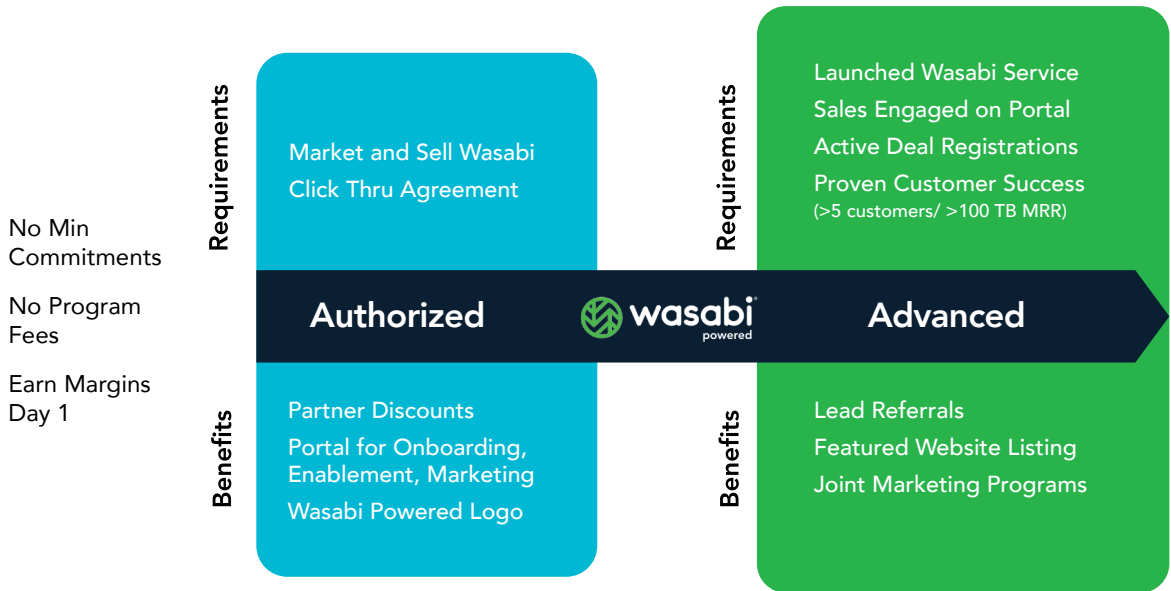


Wasabi Partner Network Resale Program Guide



Program Overview

The Wasabi Partner Network Resale program is designed for any partner that wants to resell the Wasabi service as part of their offering on either a bundled or standalone basis. The program is available to cloud (CSPs) and managed service providers (MSPs), solution providers/value added resellers (VARs), and systems integrators (SI) as well as technology alliance partners. There are two program levels available to partners – Authorized is available to all partners and Advanced is earned by partners that meet the Advanced qualifications below.



Resale Agreement Models

Partners may elect to sign up to sell Wasabi hot cloud storage under a VAR agreement which allows you to resell Reserved Capacity Storage in 1 year, 3 year or 5 year terms at a discount or an MSP/CSP agreement which allows you to offer your own services and bundle in Wasabi’s pay-as-you go or Reserved Capacity storage.

Wasabi VAR vs MSP Model

Which model is right for you?

	MSP	VAR
What you do	Offer managed services to customers who outsource their IT services	Resell individual products, typically with integration services to customers who manage their own networks
What you sell	Wasabi Pay-as-you-go or Reserved Capacity	Wasabi Reserved Capacity Storage
Billing/Payment	Partner Bills Customer Partner Pays Wasabi	Partner Bills Customer Partner Pays Wasabi
Provisioning	Partner Provisions Wasabi Account for Customer	End Customer Sets Up Their Own Wasabi Account
Support	Partner Services Customer	Wasabi Services Customer Directly
Contract	Wasabi MSP Agreement	Wasabi VAR Agreement



Pricing Models

Wasabi offers cloud storage services in two different pricing models so partners can offer the one that best suits your customer needs -Pay-as-you-go or Reserved Capacity Storage. For more information on Reserved Capacity Storage pricing details, please contact your partner manager.

Pricing Models Available

	Pay-as-you-go	Reserved Capacity
Price per TB	\$6.99/mo* <small>*Pricing varies by region,</small>	Varies Depending on Term
Capacity Ranges	Not Applicable (Use Only What You Need)	100 TB to 10 PB in Any Increment You Choose
Usage Terms	Not Applicable (Cancel Anytime)	1, 3, or 5 Years
Payment Terms	Payment Every 30 Days	Payment in Advance
Premium Support	Optional	Included

Requirements	Authorized	Advanced
Agreement	Click through Wasabi MSP or VAR Agreement	Click through Wasabi MSP or VAR Agreement
Business Plan		Initial as well as periodic business planning reviews to include go to market strategy alignment, pipeline registration and management.
Trained Sales Team	Recommended	Required commitment to train sales teams on Wasabi value prop to enable them to effectively represent it as part of the partners solutions.
Trained Technical Teams	Recommended	Required commitment to train technical teams to enable them to do the appropriate solution integration, customer implementation, and troubleshooting for the partners' offer.
Service Availability		Offer one or more launched (generally available through your sales and marketing) Wasabi powered service available to customers
Support	MSPs are required to provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support. VARs will resell the service and end customers will be supported by Wasabi.	MSPs are required to provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support. VARs will resell the service and end customers will be supported by Wasabi.
Pipeline Registration	Recommended	Sales team engaged and active pipeline in the Wasabi Partner portal
Customer Success		Proven customer success with > 100TB Storage MRR, with >5 customers

Benefits	Authorized	Advanced
Wasabi Website Listing and Sales Referrals		Listing on Wasabi website as Wasabi Partner, eligible for referrals
Logo Usage	Wasabi Powered and Wasabi standard logos available for use	Wasabi Powered and Wasabi standard logos available for use
Portal Access	Wasabi Partner Portal available to all sales, marketing, technical users-unlimited access	Wasabi Partner Portal available to all sales, marketing, technical users-unlimited access
Onboarding, Sales Training, Technical Training	Self service via Wasabi Partner Portal	Ongoing training managed by your assigned partner manager Portal web based and field based training available
Marketing Assets	Self service via Wasabi Partner Portal Access to library of Wasabi marketing content including solution briefs, whitepapers, industry briefs, and more for use in your marketing efforts	Self service via Wasabi Partner Portal as well as potential for Co-branding Access to library of Wasabi marketing content including solution briefs, whitepapers, industry briefs, and more for use in your marketing efforts. Additional joint content will be considered on a case by case basis.
Joint Marketing	Self service via Wasabi Partner Portal Partners may leverage content, graphics and digital assets in your demand generation campaigns	Managed by your assigned partner manager and partner marketing teams to establish joint demand generation campaigns MDF is available upon request for content and demand generation activities such as digital marketing, webinars, events, blog posts, social media promotion
Sales Support	Upon request via Wasabi Partner Portal	Managed by your assigned partner manager, sales support is available upon request as needed.
Partner API	Partners with the right technical capabilities may optionally use the Wasabi Partner API which provides the ability to incorporate Wasabi into your offer more seamlessly. It allows you to manage Wasabi within your own systems to provision your own trials, provision users, and integrate the Wasabi bill into your own billing.	Advanced partners with the right technical capabilities may optionally use the Wasabi Partner API which provides the ability to incorporate Wasabi into your offer more seamlessly. It allows you to manage Wasabi within your own systems to provision your own trials, provision users, and integrate the Wasabi bill into your own billing.