The Wasabi Partner Network Value Added Reseller Program Guide

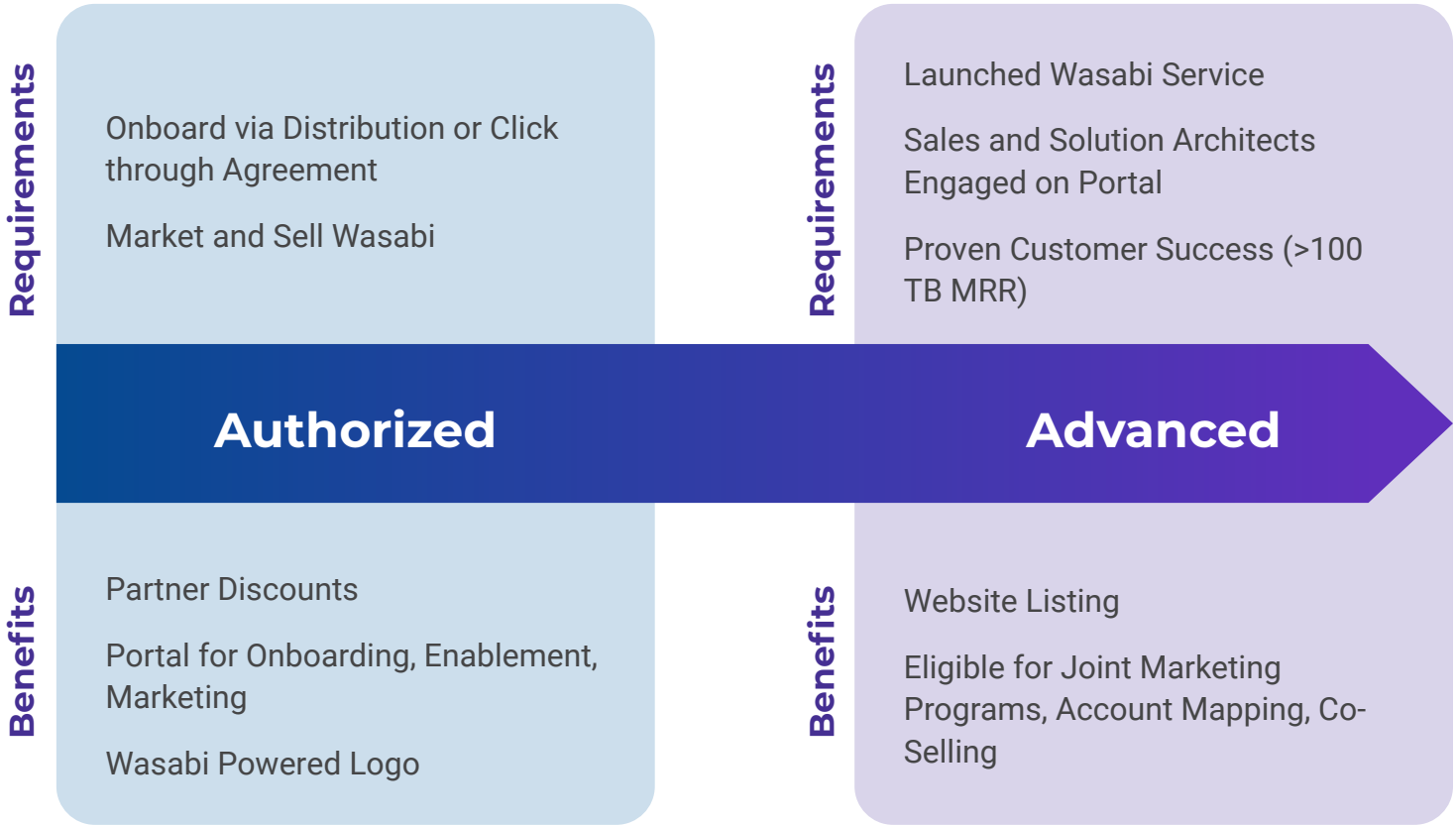
Program Overview

The Wasabi Partner Network Value Added Reseller Program (VAR Program) is designed for VARs that resell IT, cloud, cyber resilience, security, data management, and AI infrastructure services to their customers. As a VAR, you resell Wasabi hot cloud storage, either as a standalone product or as part of a broader technology solution, enabling your customers to modernize their storage infrastructure with best-in-class economics.

The program supports VARs at all stages of growth with:

- No program fees or minimum commitments
- Immediate margin opportunity from day one
- Protected margin programs

Two partner levels are available:



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Pricing & Payment Models

Wasabi is the first cloud storage provider to offer cloud storage contracts that mimic a hardware purchase, which means VARs get paid upfront for the life of the contract. Reserved Capacity Storage contracts start at just 25 TB for one year and scale with your customer's needs. This is only possible thanks to Wasabi's commitment to no egress or API call fees.

	Reserved Capacity Storage
Payment	Upfront via Credit Card or ACH/Wire (Net30) Partner bills customer; Partner pays Wasabi
Discounts	Range from 14% to 28% based on term and capacity
Flexibility	Purchased upfront, with growth as Add-On contracts
Provisioning	End customer sets up their own Wasabi account
Support	End customer interacts directly with Wasabi support
Minimum Purchase	25 TB for 1, 3, or 5 year term

Our global distribution network may offer additional payment terms and financing options. To learn more, contact your Wasabi or distribution sales representative.

Deal Registration Program

Wasabi's deal registration program protects VARs who identify and develop new opportunities. Partners register their deals in the Wasabi Partner Portal and in turn receive protected margin on accepted deals. Wasabi's full deal registration program guidelines can be found **on the Partner Portal**.

Program Requirements

	Authorized	Advanced
Agreement	Click through Wasabi VAR Agreement or Onboarded via Distribution Partner Application	Click through Wasabi VAR Agreement or Onboarded via Distribution Partner Application
Business Plan		Periodic business planning reviews to include go to market strategy alignment, consumption reports, 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 partner's 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 partner's offer
Service Availability		Offer one or more launched (generally available through sales and marketing teams) Wasabi powered service available to customers and on the partner's website
Customer Success		Proven customer success with > 100 TB Storage MRR

Program Benefits

	Authorized	Advanced
Wasabi Website Listing		Listing on Wasabi website as Wasabi Partner
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, and technical users with unlimited access	Wasabi Partner Portal available to all sales, marketing, and technical users with unlimited access
Onboarding, Sales Training, Technical Training	Self-service via Wasabi Partner Portal	Ongoing training managed by assigned Channel Account Manager Portal and field-based training available
Marketing Assets	Self-service via Wasabi Partner Portal	Self-service via Wasabi Partner Portal 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 Channel Account Manager and field marketing teams to establish joint demand generation campaigns MDF is available upon proposal for content and demand generation activities
Sales Support	Upon request via the Wasabi Partner Portal	Managed by your Channel Account Manager, sales support is available upon request

Why VARs Partner with Wasabi

Wasabi enables VARs to build profitable, scalable cloud storage services with a simple and compelling value proposition:

- **Predictable pricing** with no egress or API fees
- **High-performance hot cloud storage** for any workload
- **S3 compatibility** for seamless integration
- **Up to 80% lower cost** compared to traditional cloud providers

Getting Started

Interested VARs may get in touch with our sales team via our website, or contact one of our global distribution partners for purchasing options.

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