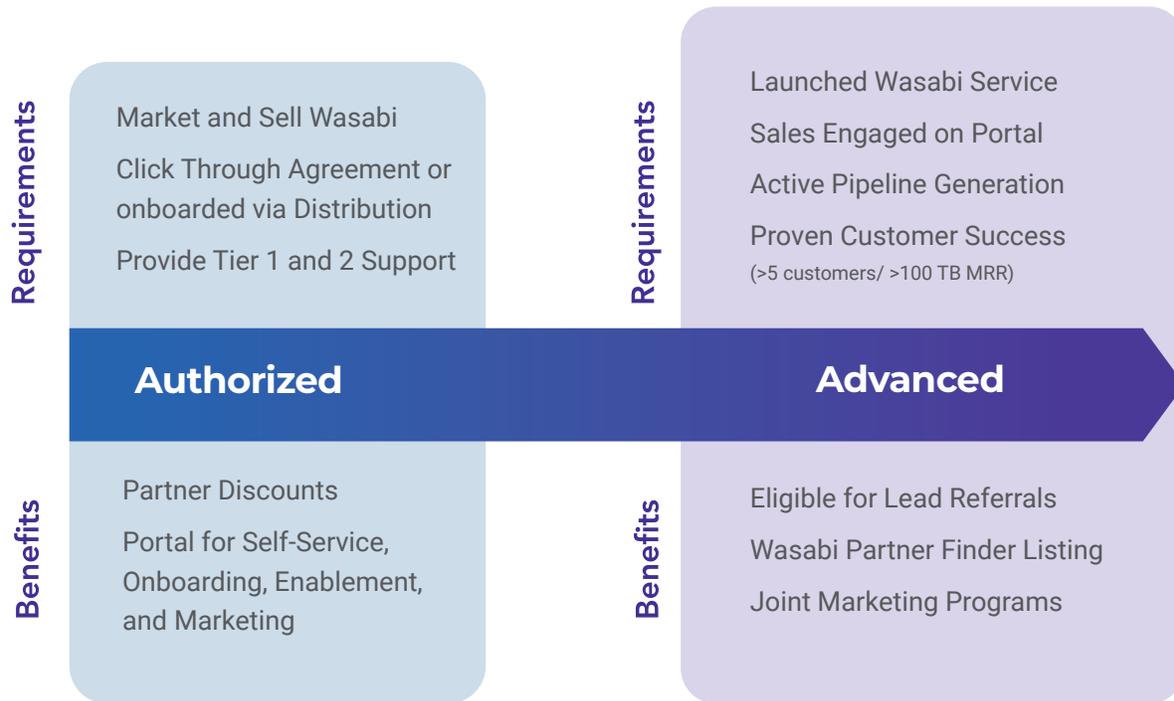




Systems Integrator Program Guide

Program Overview

The Wasabi Partner Network Systems Integrator program is designed for any partner that wants to represent and offer Wasabi hot cloud storage with their solution offerings for their clients. In this program, Systems Integrators will resell Wasabi products to their clients using one of two payment methods, outlined below. 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.



Payment Methods

Systems Integrators may purchase and offer Wasabi using two payment methods, Pay-as-you-Go (Pay-Go) or Reserved Capacity Storage (RCS), depending on the one that best suits your customers' needs.

- Pay-Go offers flexibility, with payment every thirty days via credit card based on storage consumed.
- Reserved Capacity offers our best pricing based on upfront payment, with additional discounts based on term and capacity, starting at 100 TB.

Partner Tools

As a Wasabi Partner, Systems Integrators immediately gain access to Wasabi Account Control Manager and Custom Cloud Console free of charge. These tools, only available from Wasabi, automate the account lifecycle from trial account creation to billing and policy adjustment, and allow for a fully white labeled solution.

Benefits and Requirements

Requirements	Authorized	Advanced
Agreement	Click through Systems Integrator Agreement or Onboarded via Authorized Distributor	Click through Systems Integrator Agreement or Onboarded via Authorized Distributor
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, including completing Sales Certifications.
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, including completing Technical Certifications.
Service Availability		Offer one or more launched (generally available through your sales and marketing) Wasabi powered service available to customers
Support	SIs are required to provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support.	SIs are required to provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support.
Pipeline Registration	Recommended	Sales team engaged and active pipeline shared with the Wasabi team
Customer Success		Proven customer success with > 100 TB storage MRR, with > 5 customers

Benefits	Authorized	Advanced
Wasabi Website Listing		Listing on Wasabi's Partner Finder
Sales Referrals		Eligible for lead referrals
Logo Usage	Wasabi logos available for use	Wasabi logos available for use
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 Campaign in a Box content including solution briefs, email templates, and social media posts for use in your marketing efforts	Self service via Wasabi Partner Portal Access to library of Wasabi marketing Campaign in a Box content including solution briefs, email templates, and social media posts 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 and proposal for content and demand generation activities
Sales Support	Upon request via Partner Portal	Managed by your assigned partner manager, sales support is available upon request
Wasabi Account Control Manager	Partners gain access to Wasabi Account Control Manager to seamlessly manage and automate the account lifecycle for their customers.	Partners gain access to Wasabi Account Control Manager to seamlessly manage and automate the account lifecycle for their customers.