

# Wasabi Partner Network

## Technology Alliance Program

### Program Overview

The Wasabi Partner Network program for Technology Alliance Partners is designed to foster joint collaboration efforts that lead to higher market share and profitability for our Partners. By combining the power of Wasabi hot cloud storage with your technology, you can accelerate your customers' digital transformation and lower the total cost of your solutions.

Wasabi partners with industry leading companies, selling both hardware and software, to deliver cloud storage solutions across the globe. Joining the Wasabi Technology Alliance Partner Program gives you the ability to market a pre-validated solution with Wasabi to your channel and customer base as well as access marketing resources, sales relationships, and more to drive demand for your disruptively affordable solution for your customers.

### Program Levels









**Validated** - Validated Partners are building their solution with Wasabi. These partners recognize the value of going to market with Wasabi to create a simple, flexible solution leveraging Wasabi as a storage destination for our channel partners and customers.

**Featured (Invitation Only)** - Partners are invited to be Featured partners when they have significant market presence, include and promote Wasabi in their go to market efforts, collaborate with the Wasabi team and successfully position Wasabi to their customers. At this level, partners have access to increased go to market and sales support and business development opportunities.

# Technology Integration

Wasabi partners are committed to building a validated integration with Wasabi leveraging the S3 compatible API giving customers confidence in the joint solution. Wasabi technical documentation, access to the Wasabi service, and support are made available to partners as needed during this process.

## Program Benefits

	Validated Partner	Featured Partner
<b>General Benefits</b>		
Wasabi Partner Portal Access		
Logo Tile on Wasabi.com Partner Finder		
Wasabi Logo on Partner Site		
Wasabi Solution Brief		
PR with Wasabi Quote	Optional, Partner Issued	Joint Issued
Customer Success Stories		
<b>Sales Enablement</b>		
Better Together Sales Presentation		
Wasabi Sales Team Trainings		
Partner Sales Team Trainings		
Extended Sandbox Accounts for Sales Engineers		
<b>Joint Marketing Opportunities</b>		
Wasabi Blog		
Social Media Promotion		
Speaking Engagements		
Event Support		
EMail Campaigns		
Campaign in a Box for Channel Partners		
Webinar		
Videos		

## Program Requirements

All partners looking to join the Wasabi Technology Alliance Partner Program must complete the following:

- Application
- Click through agreement
- Technology integration complete, submitted, and validated by Wasabi
- Knowledge base article published

Becoming a Featured Partner is invite only, based on the following criteria:

- Add Wasabi to drop down menu
- Include Wasabi on your website
- Size of market presence or emerging high growth solution
- Proven customer success with Wasabi
- Sales engagement and channel alignment
- Joint go to market positioning

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## How to Apply

To apply for the Wasabi Technology Alliance Partner Program, please fill out the following [application](#). Upon mutual agreement to move forward with the partnership, you will be required to sign a Technology Alliance Program agreement.

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## Questions?

For any questions regarding the Wasabi Partner Network program for Technology Alliance Partners, please contact [partners@wasabi.com](mailto:partners@wasabi.com).