

Nirvanix CloudComplete™ Channel Partner Program

Why Join?

By joining the Nirvanix CloudComplete Channel Partner Program, solution providers can differentiate from their competitors, drive value creation to new and existing clients and enhance profitability. With the cloud storage market projected to be in excess of \$7B by 2014, clearly the optimal timing to hit the cloud storage growth curve is now. Here's why:

- **Incremental revenue opportunities – new solutions for new markets:** Big Data, digital content, unstructured files
- **Opportunity to stake your position in the multi-billion dollar cloud storage market:** add value-added services atop the Nirvanix stack
- **Complement your existing data center portfolio with highly differentiated, end-to-end cloud storage solutions:** Public, Hybrid, Private Cloud Storage solutions
- **Address customers' increasing requirements for IT as a service model:** deliver upon the long-standing customer desire for pay-by-the-drink pricing
- **High retention, high growth and annuity based revenue stream:** get monthly recurring revenue (MRR) for years instead of just a one-time deal

Program Benefits and Requirements

CloudComplete Program Benefits	Gold	Platinum
Deal Registration	27%	30%
Marketing Development Funds	2%	3%
Performance-Based Rebates	N/A	2%
Quarterly Incentives	Available	Available
Referral Fees	Available	Available
Teaming Agreements	Available	Available
Partner Portal Access	Available	Available
CloudNAS® Account	Available	Available
Technical/API Support	Available	Available
Professional Services Enablement	Available	Available
Service Provider Support	Available	Available
CloudComplete Program Requirements	Gold	Platinum
Annual Revenue	<\$3M	>\$3M
Business Planning	Required	Required
Online Fast Start Training	Required	Required

To apply online go to: www.nirvanix.com/partners/channel-partner-program.aspx