

# Qumulo Partner Program

## Partnering with Qumulo – Trusted and Easy to do Business with.

Build your business by partnering with a true 100% channel-centric technology vendor. Let us help you increase your revenue through high quality leads, aggressive discounting and a powerful recurring revenue model. With Qumulo, you can rest assured that our business is your business.

## What makes our Program benefits different?

At Qumulo, we believe that our partners should be an extension of our company and should be rewarded for their loyalty. Our channel sales support has many benefits:

- Protected deal registration
- Recurring revenue
- Industry-leading product discounting
- Product training
- Affordable and easily accessible evaluation program
- Field support from knowledgeable experts

## Going to market: How we help you to be successful

It can be a challenge to introduce a new solution to your customers and prospects. That's why we have created a series of marketing services to help launch your Qumulo business:

- Qualified leads created through Qumulo-driven demand generation
- Launch funds that are easy to access
- Personalized marketing support
- Co-marketing programs, campaigns and materials
- SPIFFs for inbound qualified leads

## About Qumulo

Qumulo, headquartered in Seattle, the leader in modern scale-out storage, enables enterprises to manage and store enormous numbers of digital assets through real-time analytics built directly into the file system. Qumulo Core is a software-only solution designed to leverage the price/performance of commodity hardware coupled with the modern technologies of flash, virtualization and cloud. Qumulo was founded in 2012 by the inventors of scale-out NAS, and has attracted a team of storage innovators from Isilon, Amazon Web Services, Google and Microsoft. Qumulo has raised \$130 million in four rounds of funding from leading investors. For more information, visit [www.qumulo.com](http://www.qumulo.com).



## Benefit from Our Experience

Our products were designed for commercial HPC workflows. Contact us to discuss your specific requirements.

**Contact Qumulo** to learn about our Qumulo Partner Program:

**1-855-478-6856**  
**info@qumulo.com**

## Select Customers

