OSNEXUS PARTNER PROGRAM

PROGRAM OVERVIEW

Welcome to the OSNexus Channel Reseller Partner Program. This program was set up for all types of OSNexus resellers including distributors, VARs, and MSP/CSP partners. Under this program OSNexus extends benefits including margin protection through deal registration, marketing materials, customized solution design tools, NFR licenses for demos & training, and sales materials including the current price guide.

SUBSCRIPTION LICENSING

All QuantaStor licenses are offered as software subscription licenses with the 3yr and 5yr license subscriptions available as non-locked licenses that continue to function after the subscription end date. Subscriptions may be renewed, expanded and extended at any time in any capacity in 1yr, 3yr, and 5yr durations.

QuantaStor paid licenses are Enterprise Edition licenses and the free licenses include the Trial Edition and Community Edition licenses. All features are enabled with the Enterprise and Trial Edition licenses. Community Edition licenses have capacity and grid scale limitations.

Support is not separated from the software subscription, it's an included element with all software subscriptions at the Silver, Gold and Platinum levels as outlined below. There are three key elements that make up a license subscription including:

1 **Raw Capacity** (Total raw capacity to be licensed in raw TB, not TiB, not usable)

2 **Support Tier** (Silver, Gold, Platinum)

3 **Subscription Term** (1, 3 or 5 years)

QUOTE REQUESTS

For quote requests please contact ✉ **sales@osnexus.com**
or use the form online here: ⊕ **osnexus.com/quote-request.**

Note the above three pieces of information (Raw Capacity, Tier & Term) in your email and please include a Solution Design tool link if you have one.

PARTNER DISCOUNT TIERS

The OSNexus Partner Program provides a range of discount tiers to our partners which are based on role (Distributor vs VAR) and the total projected and past year sales.

Distributor Partner Tier - 40% discount (VAR + 5%)	**Gold VAR/MSP Partner Tier -** 30% discount
Platinum VAR/MSP Partner Tier - 35% discount	**Silver VAR/MSP Partner Tier -** 25% discount

An additional 5% discount is extended for government and educational opportunities.

PRICING

The latest pricing is available via the Excel spreadsheet in the partner portal noted as the OSNexus QuantaStor Price Guide. Please note that there are capacity minimums and other terms and conditions that are outlined in the Price Guide. Pricing is typically adjusted annually for inflation.

DEAL REGISTRATION

Please register all active deals through osnexus.com/dealreg to secure your partner discount. Registrations are valid for 90 days and may be extended upon request. Deal registrations are typically approved within 1 business day.

PARTNER CO–MARKETING OPPORTUNITIES

OSNexus is continually promoting partner activities and product improvements through an array of marketing tools. We look forward to promoting our partnership with you through a range of activities including: Press releases, Webinars, Blog content, Trade shows, Marketing/Sales Collateral, Certifications and Email Marketing. Contact us at **marketing@osnexus.com** to get started.

SUPPORT TIERS

QuantaStor software subscriptions are backed by a choice of OSNexus support packages, which include phone & email support, maintenance updates, platform upgrades and hardware portability throughout the subscription term.

SILVER SUPPORT

OSNexus Silver Support provides 9/5 email, phone and online support during business hours (9am - 6pm) US Pacific Time.

GOLD SUPPORT

OSNexus Gold Support provides unlimited 24/7 email, phone and online support with a maximum 4 hour response time.

PLATINUM SUPPORT

OSNexus Platinum Support adds unlimited 24/7 email, phone and online support with a maximum 1 hour response time.

DESIGN TOOLS

Go to ⊕ **osnexus.com/design** to utilize our solution design tools during sales opportunities, and if your company would like a custom version of the tool branded with your logo and hardware please let us know. When requesting quotes we highly recommend sending a link to the design tool for the configuration to be quoted for a software subscription license as that gives our Solution Engineering team an opportunity to verify the configuration at the same time.

PARTNER PORTAL

The OSNexus Partner Portal provides your team with sales and marketing information to help you with presentations, web material, and sales collateral. **Create an account here:**

⊕ **link.osnexus.com/partner-portal-sign-up**
and then **go to** ⊕ **osnexus.com/portal**
to sign in with your email and password.