

5 Reasons Why Storware for Partners

By partnering with Storware you bring **Freedom of Choice** to your customers! Increase revenue, brand visibility and customer loyalty by adding revolutionary solutions to your portfolio. Our comprehensive deal structures, tailored discount programs, partner enablement initiatives, collaborative marketing efforts, and dedicated technical support are designed to empower your business and drive success.

Here's 5 Reasons to join Storware Partner Program:

1. **Project Protection via Deal Registration:**

Our strategic deal registration program empowers partners to secure exceptional pricing and stability across a spectrum of projects. This translates into heightened revenue visibility and the best terms- no matter the size of the deal.

2. **Accumulative Discount System**

At Storware discounts work like building blocks – you can build them on top of another, which means you can easily get even up to 35% discount from the Price List, and sometimes more. You can build up the discounts in various ways, such as taking part in co-marketing activities, increasing volumes or frequencies of deals, previous sales history, passing to higher partnership levels, and more. The important part is – you have a real impact on the discounts you get!

3. **Free Certification Training and NFR License:**

Storware currently offers two industry certification levels: Storware Technical Presales and Storware Technical Expert. The trainings provide organized technical knowledge with the possibility of testing it in Storware Lab on a selected virtualization environment. The certification will help you with sales processes,

providing a deep understanding of the product and its market advantages. Moreover, we provide complimentary NFR licenses to facilitate hands-on product evaluation and enhance sales confidence.

4. **Collaborative Marketing Efforts:**

Storware is committed to fostering brand visibility for our partners. Through joint marketing initiatives, including case studies, webinars, and online campaigns, we provide the necessary resources and support to drive sales and cultivate customer trust. Additionally, we offer MDF contributions to further amplify marketing efforts.

5. **End-to-end technical expert support:**

At Storware we won't make you go through the same support case with multiple specialists on different seniority levels – here you are supported by an expert from the beginning till the end. Our team of professionals is always dedicated to delivering relevant demo presentations and knowledge essentials, as well as answering all your questions and doubts. With our engaged presales team you have a true impact on product development and making real change – we always want to hear your ideas!