

# CUSTOMER SATISFACTION. PROFITABILITY. SOLVED.

Scality's Channel Partner Program enables systems integrators and value-added resellers to offer customers a leading-edge foundation for their IT infrastructure offering. Our partner program is built to help you build a business on a solid foundation, because you know best what your customers—and your business—need.

Unstructured data makes up the bulk of data today, and IDC predicts that 80% of all data will be unstructured by 2025—and that's 80% of 163 Zettabytes. Unique in providing both native file and object storage in one, Scality can help you offer the best solution to store and manage that 80% of data for your customers. We have highly successful petabyte-scale deployments in the world's largest banks, national libraries, hospitals, police and intelligence agencies, telcos and service providers, media and entertainment providers and more.

## Go Big

Scality is a specialist in storing, protecting & managing massive amounts of unstructured data both on-premises and in public clouds.

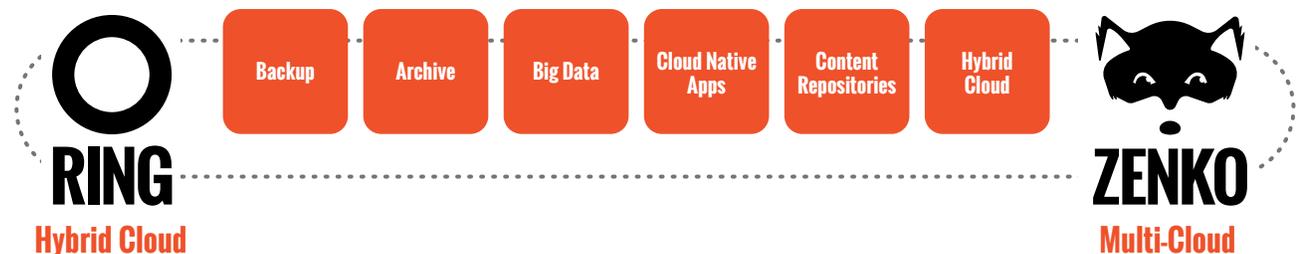
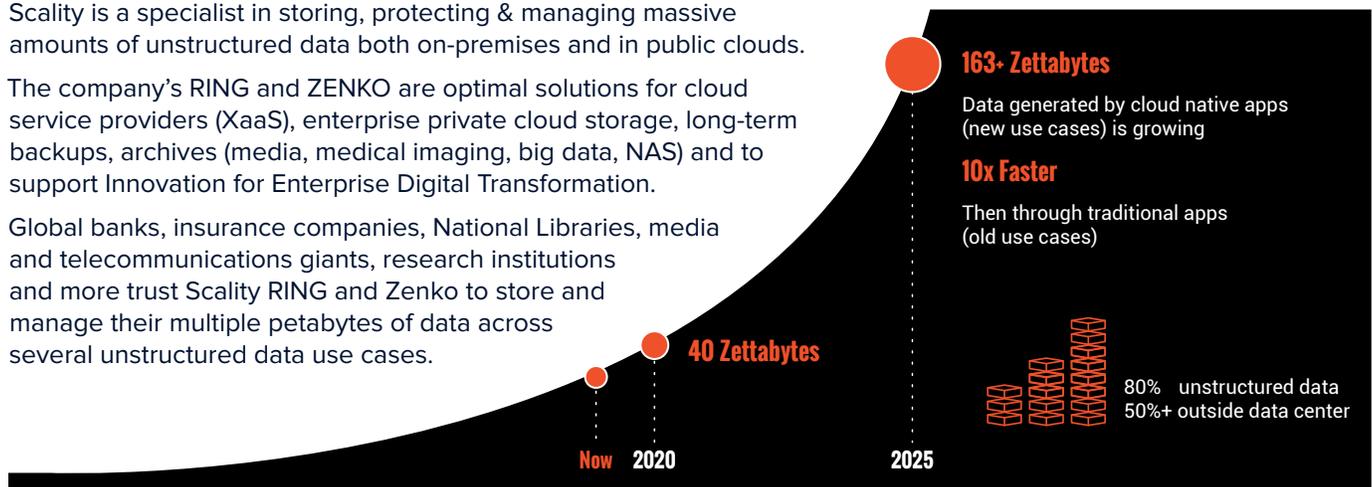
The company's RING and ZENKO are optimal solutions for cloud service providers (XaaS), enterprise private cloud storage, long-term backups, archives (media, medical imaging, big data, NAS) and to support Innovation for Enterprise Digital Transformation.

Global banks, insurance companies, National Libraries, media and telecommunications giants, research institutions and more trust Scality RING and Zenko to store and manage their multiple petabytes of data across several unstructured data use cases.

## Partner with Scality

To enhance your business, with

- Petabyte-scale customers that keep coming back
- Hardware sales drag
- Opportunities to provide expert consulting services
- Scality's top-notch support backing you up



## Partner for Profitability

A software-defined storage solution that accommodates virtually any type of unstructured data—file or object—Scality RING runs on any x86 hardware, so you can pair it with hardware from your partner of choice. Licensed on the basis of data 'protected', and with multiple choices for data durability using erasure coding or replication; single-geography or multi-geography, a Scality RING license drives the sale of 1.25–3 x or more in disk capacity on three or more servers, depending on capacity. A true annuity sale, expansion is easy, and Scality customers keep coming back. As new ways emerge to use and monetize data, its value increases. You simply enlarge the software license and add servers and drives to expand your customers' storage footprints. No need to match server models or generations.

## Scality's Channel Partner Program

Scality's sales are 100% channel-based, with a strong ecosystem that is primarily made up of a select group of expert Value-Added Resellers (VARs) and System Integrators (SIs). The success of Scality's Channel Partner program is based on a two-way commitment that includes business protection, sales enablement, technical training and joint sales and marketing activities in order to deliver concrete benefits for partners.

# About Scality

Scality builds the most powerful storage tools to make data easy to protect, search and manage anytime, on any cloud. We give customers the freedom and control necessary to be competitive in a data driven economy. Recognized as a leader in distributed file and object storage, we help you to be ready for the challenges of the fourth industrial revolution.

Let us show you how.

Follow us on Twitter @scality and @zenko.  
Visit us at [www.scality.com](http://www.scality.com)



# Key Benefits

## Scality Partner

- Scality Partner Portal Membership
- Deal Registration
- Performance-Based Rewards & Incentives
- Expertise-building Training
- Access to Presales, Sales and Quoting Tools
- Opportunities to blog on Scality's SOLVED Magazine
- Event-ready Marketing Kits
- Win/Success PR opportunities with Scality

## Scality Elite Partner

- All of the Partner benefits
- Content co-branding
- Logo on Scality.com
- Priority Access to Presales Experts
- Access to Storage Requirements Evaluation Tools
- Joint customer case study opportunities
- Lead-sharing

