



STORAGECRAFT PARTNER PROGRAM REQUIREMENTS	AUTHORIZED PARTNER	SILVER	GOLD	PLATINUM
Annual Billing Requirements	< €25k	< €25k	€25k-€50k	€50k +
StorageCraft Certified Engineer (Number of Certified Employees)		1	2	1
StorageCraft Certified Master Engineer (Number of Certified Employees)				1
STORAGECRAFT PARTNER PROGRAM BENEFITS	AUTHORIZED PARTNER	SILVER	GOLD	PLATINUM
Access to Partner Marketing Portal and Enablement Tools	✓	✓	✓	✓
Dedicated Account Managers and Technical Sales Engineer*	✓	✓	✓	✓
Sales and Technical Onboarding	✓	✓	✓	✓
Product Purchase Discount – Perpetual Licenses (MSRP Reseller)	20%	25%	30%	30%
Product Purchase Discount – Perpetual Licenses (Gov/Edu/Non-Profit)	25%	30%	35%	35%
Volume Pricing for Monthly Subscription Licenses <i>(See MSP Pricing Calculator for Details)</i>	✓	✓	✓	✓
RAMP Program for Monthly Subscription Licenses <i>(See Your Dedicated Account Team for Details on Large-Scale Deployments)</i>	✓	✓	✓	✓
Complimentary NFR Software for Internal Use, Evaluation, and Training <i>(Packs Include: Server, Desktop, ImageManager) (Not Supported in Production Environment)</i>	1 NFR Pack	2 NFR Packs	5 NFR Packs	Unlimited NFR Packs
Unlimited Access to Academy eLearning Courses <i>(Sales and Technical)</i>	✓	✓	✓	✓
Academy Instructor-led Classroom Training <i>Includes One (1) Exam per Course Completed</i>	50% Off MSRP	50% Off MSRP	50% Off MSRP	50% Off MSRP
After-Hours Emergency Support <i>(12-month commitment for €39.95/per month)</i>	✓	✓	✓	✓
Monthly Partner Newsletter*	✓	✓	✓	✓
Deal Registration- €1,500 – €3,000, 5% Additional Margin €3,000 or more 10-15% Additional Margin	✓	✓	✓	✓
Quarterly IT Edition Partner Purchase Benefit <i>3 Month IT Edition for €299.00 (MSRP €962.06) or 1 Year IT Edition for €1,196.00 (MSRP €2,565.50)</i>		✓	✓	✓
Quarterly IT Edition Sales Incentive Program <i>(Previous Quarter Sales of €5,000 or More)</i>		1	2	5
Marketing Development Funds (MDF)		✓	✓	✓
Quarterly Joint Business Development Plan			✓	✓
Access to Beta Products			✓	✓
StorageCraft Partner Certificates and Email Logos			✓	✓
Partner Locator on StorageCraft Website				✓
Customizable Case Study Videos*				✓
Additional Rebates and Incentive Programs				✓
StorageCraft €10k Recovery Guarantee 				

*Not available in all countries