

Sphere 3D Elite Partner Program Overview

The Sphere 3D Elite Partner Program is designed to provide our solutions partners with a comprehensive set of trainings and tools, so that they can deliver our comprehensive virtualization and Cloud solutions to end users with the highest level of proficiency and confidence.

Elite Partners can take advantage of several resources and tools to drive successful growth of business in targeted solution areas. Some of the benefits are highlighted below:

- Sphere 3D FastTrack partner portal – this dedicated partner portal provides access to a full portfolio of sales and marketing tools, including product pricing, promotions, presentations and training.
 - To learn more about the baseline FastTrack Partner Program, for which ALL channel partners of Sphere 3D and its portfolio companies (Overland Storage and Tandberg Data) qualify, go to this link: <http://www.overlandstorage.com/partners/become-an-overland-partner/index.aspx>
- Education and training programs – direct access to key Sphere 3D technical team members and Sphere 3D Authorized ElitePro partners to stay ahead of the curve on our industry-leading solutions and ever-expanding catalog of proprietary technologies.
- Joint marketing and Marketing Development Funds (MDF) – work with Sphere 3D for driving demand-generation programs to end users.
- Qualified lead sharing – generate leads through a wide range of marketing efforts including our lead sharing program.
- Joint account calls - when it helps to have Sphere 3D representation during an important customer call, authorized Elite partners can schedule a joint appointment or teleconference with a Sphere 3D partners account manager.
- Discounted evaluation demo units – Sphere 3D will make 'Not For Resale' demonstration units available for qualified Elite Partners at a discounted rate.

To achieve the Elite Partner accreditation, a solution partner is required to meet certain minimum requirements. The requirements fall into the following categories.

- Must Meet the following minimum prerequisites
 - VMware VTSP and VSP with Desktop Designation (free)
 - Microsoft Azure Sales Specialist (free)
 - Microsoft Sales Specialist (free)
- A Elite Training and Evaluation – a 2-day curriculum with hands-on sales and demonstration / sandbox training conducted by Sphere 3D solution architects or an Authorized ElitePro training partner. Example content for the 2-day Elite Program training includes:
 - Core technology and portfolio training
 - How to best sell Sphere 3D virtualization solutions
 - Opportunity qualification and preliminary solution sizing
 - Discover key product features and benefits
 - Training on how to give demos and set up customer sandboxes
 - End of day competency exam to receive certification
- Sign appropriate Elite Reseller agreement

Sphere 3D Elite Level Benefits Summary:

Sphere 3D Elite Program Benefits

All baseline FastTrack partner benefits
Access to webinar series
Access to online sales demonstrations
Continuing Education Program
Joint marketing campaigns and events
Lead sharing program*
Partnering opportunities for national and regional shows*
Phone & online support
Access to Sphere 3D's marketing & solution architecture team
Designated and promoted as an authorized Demo / Sandbox provider

*Subject to Sphere 3D pre-approval

Sphere 3D Elite Level Requirements Summary:

Sphere 3D Elite Requirements

Sign Elite Reseller agreement
Sphere 3D Elite training (2-day onsite or remote)
Microsoft and VMware Sales Certification Training
Participate in account mapping and quarterly business reviews

Sales Offices

Sales and support for Sphere 3D products and solutions are available in over 90 countries. Contact us today at sales@sphere3d.com. For a full list of Sphere 3D addresses and phone numbers, please see our website at: <http://sphere3d.com/contact-us/>.

To contact a representative call:

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