

Sphere 3D ElitePro Partner Program Overview

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

ElitePro Partners can take advantage of several resources and tools to drive successful growth of business. Key program 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 to stay ahead of the curve on our industry-leading solutions portfolio and ever-expanding catalog of proprietary technologies.
- Demonstrations and training partner – become an authorized implementation and architecture team member.
- Offer Direct Level 1 support to customers
- Joint marketing and 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 ElitePro 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 ElitePro Partners at a discounted rate.

To achieve the ElitePro 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)
 - VMware VCP with Desktop Designation
 - Microsoft Azure Architect
- An ElitePro Training and Evaluation – a 4-day curriculum with hands-on deployment training conducted by the Sphere 3D professional services team of solution architects
Example schedule for the 4-day ElitePro Program training includes:
 - Day 1 – Core technology and portfolio training
 - Day 2 – Solution sizing, scoping and architecture training
 - Day 3 – Hand-on solution and implementation
 - Day 4 – Do-it-yourself complete deployment and exam
- Purchase the Not For Resale (NFR) offerings to build demo environments
- Sign appropriate Master Services agreement and Reseller agreement

Sphere 3D ElitePro Level Benefits Summary:

Sphere 3D ElitePro 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
Designated and promoted as an Authorized Elite Training Partner
Designated and promoted as an Authorized Elite Professional Services Provider

*Subject to Sphere 3D pre-approval

Sphere 3D ElitePro Level Requirements Summary:

Sphere 3D ElitePro Requirements
Sign Elite Reseller agreement
Sign Master Services agreement
Sphere 3D ElitePro solutions training (4-days onsite)
Purchase demo solution kit (Not For Resale - NFR)
Microsoft and VMware Sales Certification training
VMware VCP with Desktop Designation
Microsoft Azure Architect certification
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:

Americas: 1 858 571 5555

Germany/France: +49 231 5436 0

Asia Pacific: +65 6818 9266

Japan: +81 3 5475 2140

Canada: 1 416 749 5999

United Kingdom: +44 1 189 89 8000



©2016 Sphere 3D. All trademarks and registered trademarks are the property of their respective owners. The information contained herein is subject to change without notice and is provided "as is" without warranty of any kind. Sphere 3D shall not be liable for technical or editorial errors or omissions contained herein.

DS_jun202016