

Accelerate your business

Partner with Infinio

Delivering performance through acceleration.

Storage is one of the hottest segments in technology right now. Organizations of all sizes are clamoring for solutions to long-standing storage challenges of performance management and capacity growth, both of which are intensified with new application architectures and Big Data initiatives. While classic vendors are continuing to bring new products to market, much of the innovation is being driven by smaller startup companies.

With the industry teeming with options such as next-generation flash devices, SMR drives, cloud storage, hyperconverged infrastructure, hybrid arrays, and all-flash arrays, customers are understandably confused and overwhelmed.

Infinio's storage acceleration platform is an innovative way to address many common pain points related to storage, without disruption and at a dramatically lower price than the alternatives. By separating storage performance from storage capacity, Infinio enables IT architects to improve storage performance without purchasing unnecessary capacity or upgrades. As this storage acceleration tier matures, customers will turn to their most trusted partners to advise them on navigating the myriad hardware options to most effectively realize these benefits.

Partner-first approach

Infinio is building a premier channel partner community. We believe the longterm growth of our company relies on developing a robust distribution network comprising VARs, distributors, and consultants that serve as trusted advisors to today's mid-market & enterprise businesses.

Our "partner-first" model recognizes the importance of these partnerships, and our program is designed to ensure your success. By working directly with partners to qualify opportunities, present the technology, and help close sales, Infinio and its channel partners will deliver storage solutions with the industry-leading \$/GB and \$/IOPS ratios to storage and IT architects.

"We noticed the results almost instantly, with a visible reduction of storage latency on the VDI desktops and decreased workload on our filers."

NATHAN MANZI, SYSTEMS
ENGINEER, MINARA RESOURCES

**ASK ABOUT OUR
90-DAY JUMPSTART
PROGRAM**



Grow your business today and in the future

For many customers, Infinio is a simple short-term fix between budget cycles: a stop-gap measure to compensate for unbudgeted projects or undersized storage systems. In these cases, Infinio addresses a top concern plaguing IT professionals: how to increase storage performance without disruption while still leveraging all of VMware's capabilities (such as VAAI and vMotion), their storage systems' capabilities (such as snapshots, replication, and tiering), and their current data protection and reporting. Infinio's simple installation and evaluation process opens quick opportunities you can start working on immediately.

For customers looking at Infinio for a more focused long-term approach to their storage infrastructure, a design that pairs Infinio software with the right hardware – for both a performance tier and a capacity tier – is necessary. This is where your advisory and professional services can set the stage for larger-scale, longer-term projects in the future.

Committed to your success

The Infinio Channel Partner Program offers simple engagement with high revenue potential while enabling you to deliver the technical expertise required to help your customers tackle the storage performance challenges in today's datacenters.

With three tiers of partnership – Authorized, Premier, and Elite (by invitation only) – the Infinio Channel Partner Program offers the engagement level that is right for your business. Each tier is designed to provide key benefits that enable you to drive your business, sell and deploy Infinio's solution and deliver significant value to your customers.

Take the first step

Apply to become an Infinio Channel Partner, by going to www.infinio.com/partners. To learn more about our program, talk to your Infinio Channel Manager or email us at partners@infinio.com.

Benefits	PROGRAM LEVEL		
			
Discounts	✓	✓	✓
Deal Registration	✓	✓	✓
NFR Copies	✓	✓	✓
Co-branded Marketing Materials	✓	✓	✓
Sales & Technical Training	✓	✓	✓
Partner Portal & Newsletter	✓	✓	✓
Release Pre-briefings		✓	✓
Dedicated Territory Sales Manager		✓	✓
Joint Marketing Activities		✓	✓
Spiffs/Rebates		✓	✓
Invitation-only Events			✓
Infinio-generated Leads			✓
Executive Sponsorships			✓
Requirements			
Annual Revenue Terms		✓	✓
Minimum Quarterly Deal Registrations		4	8
Business Reviews		✓	✓
Quarterly Marketing Activity		1	3
Certified Technical Staff		1	2
Certified Sales Staff		1	2

“RAM in the ESXi host that is not being used just goes to waste. Infinio's cache lets us put it to good use.”

DOUGLAS SOLTESZ, VP & CIO,
BUDD VAN LINES

