



D2iQ Partner Program Guide





Overview

The D2iQ Partner Program is designed for experienced cloud native organizations interested in growing their business while providing their clients with a stable foundation to grow upon. When you become a member, you will get access to leading technology, training, sales teams, and support to ensure every customer engagement is a success. We are looking for partners who share in our cloud native passion and strive to be thought leaders for their customers.

Why Join Us?

D2iQ offers our partner's benefit that will help their organizations grow, building close alignment between their teams and industry-leading thought leaders. Our partner community includes global and local system integrators, value-added resellers, solution providers, ISVs, OEMs, and platform partners all looking for ways to incorporate standardization and simplicity around their cloud-native projects.

1

Build Recurring Revenue Streams

With D2iQ's subscription model you earn year-over-year recurring revenue streams, building a predictable business that generates quarterly income.

2

Get to Innovation Faster

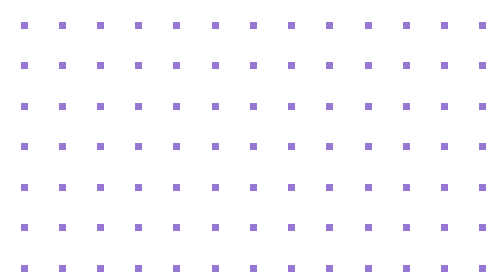
Separate yourself from competitors by providing true cloud-native solutions that are fully supported, allowing you to get out of the plumbing business and back to rapidly adding value. Fully scalable, integrated, and tested in the Cloud, On-prem, or at the Edge.

3

Expand your Market Reach

Create industry-leading solutions that can be offered to a wide customer base through our solution showcase opportunities. Pre-built "know-how" will allow our sales team to position your strengths within our client engagements.

Become part of the D2iQ Partner Community



Our program offers three unique levels of partnership:



FULFILLMENT
PARTNER

Fulfillment - Able to resell D2iQ Products and Services



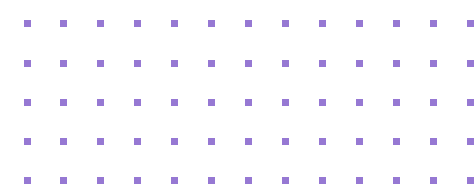
AFFILIATE
PARTNER

Affiliate - Complementary Technology and Service Providers in the cloud native space; often see opportunities for the D2iQ platform to solve customer problems, but not part of the transaction. These partners have the ability to refer leads to D2iQ



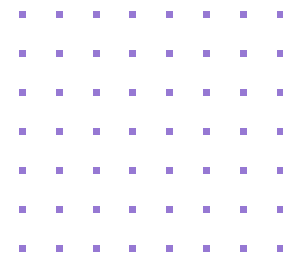
ADVISORY
PARTNER

Advisory - Thought leaders in the cloud native landscape, constantly investing in their ability to provide customers with the right solutions to solve their problems. These partners have access to the entire D2iQ Platform, Training, and Support teams to ensure strategic alignment across both organizations. Advisory Partners typically provide a complete solution for their customers, including resale of D2iQ Products and Services.



Partner Program Benefits

Benefits	Fulfillment	Affiliate	Advisory
Reseller Discount	✓	N/A	✓
Access to D2iQ updates & communication	✓	✓	✓
Access to D2iQ Partner Portal		✓	✓
Deal Registration		✓	✓
Access to Sales and Presales assets		✓	✓
Eligible to participate in D2iQ events		✓	✓
D2iQ Training Discount - 20%			✓
D2iQ Partner Logo			✓
D2iQ Partner Listing			✓
Press Release / Blog Post			✓
Access to demo licenses			✓
Access to Dedicated Sales and Marketing Resources			✓
Access to Beta Program and Product Roadmap			✓
Pre-Sales Account Support			✓



Partner Program Requirements

Requirements	Fulfillment	Affiliate	Advisory
Complete Introduction Sales Training		✓	✓
Minimum CKA* or CKAD** or DC/OS specialists			2
Minimum Revenue Commitment			✓
Annual submission of success stories			✓
Joint Executive Alignment			✓
Annual Joint Business Plan			✓

*CKA - Certified Kubernetes Administrator

**CKAD - Certified Kubernetes Application Developer



d2iq.com | channel@d2iq.com