5 REASONS

Top 5 Reasons to Partner with Lightbits

1 Lightbits Cloud Data Platform

A primary storage solution for many use cases, the Lightbits Cloud Data Platform helps organizations store, process, and manage data on the cloud with more flexibility and efficiency. Lightbits' software-defined, disaggregated, NVMe-based architecture enables organizations to migrate workloads and applications that could not previously run on the cloud because of storage latency, IOPS limitations, and high costs. Lightbits is growing in demand because it is unmatched in delivering high performance, consistently low latency, and eSAN capabilities on the cloud while accelerating storage-intensive database, transactional, and analytical workloads and AI data pipelines.

2 Channel-Centric Model

For today's cloud and hybrid data center strategies, the Lightbits Luminary Partner Program provides partners with access to the most innovative and high-perfomance block storage solution available today. It fills a gap in solutions such as financial services, next-wave cloud service providers, ecommerce, energy, manufacturing and telcos.

3 Strong Partner Ecosystem

Lightbits, inventor of NVMe/TCP protocol, offers a vast technology partner ecosystem delivering innovative solutions to solve customer problems that are clearly differentiated from existing DAS, SAN, AFA, and other open-source storage systems.

4 All-Inclusive Program

Lightbits offers a comprehensive program that delivers the resources you need to be successful: training/enablement, turn-key campaigns, deal registration and much more.

5 Partner Profitability

Boost profits with the Lightbits Cloud Data Platform, delivering high-performance storage for database and transactional workloads. Determine customer fit in one meeting, enhance margins with recurring revenue, and potential professional services add-ons. You'll never sell alone as the Lightbits team will be there to support your sales and technical customer engagements.

Industry Awards:

THE CHANNEL CO. CRN EMERGING VENDORS 2022 · THE CHANNEL CO. CRN STORAGE 100 2022 · THE CHANNEL CO. CRN TECH INNOVATORS FINALIST 2023 · THE CHANNEL CO. CRN WOMEN of the Channel 2023 · THE CHANNEL CO. CRN INCLUSIVE CHANNEL LEADERS WINNER 2023 · THE CHANNEL CO. CRN STORAGE 100 2023 · THE CHANNEL CO. CRN CHANNEL CHIEFS 2023 · THE CHANNEL CO. CRN PARTNER PROGRAM GUIDE 2023

Intellyx DIGITAL INNOVATOR 2021 · The CLOUD Awards · BIG 50 STARTUP 20 · BIG INNOVATION 2022 · TechTarget STORAGE PRODUCTS OF THE YEAR 2022 · SDC AWARDS 2022 FINALIST · Tech Trailblazers 2022 Finalist · DATA BREAKTHROUGH AWARD

Our Investors:

Pacific Century Group · cisco investments · SquarePeg capital · Lenovo

ATREIDES MANAGEMENT · Celesta · DELL Technologies CAPITAL · intel capital · JPMorgan CHASE & CO. · Micron

Illuminate Your Success With Lightbits

Lightbits is a channel-first company with dedicated resources enabling partners' success.
Our "better together" strategy is what will deliver complete end-to-end cloud ecosystem solutions
and allow us to fulfill our vision of enabling digital transformation for our customers.

Learn more about the Lightbits Luminary Partner Program today at:
https://www.lightbitslabs.com/partners

Partner Requirements	Reseller/Solutions Provider		
	Genius	Expert	Leader
Partner Agreement	●	●	●
Dedicated Sales Resource/Evangelist	●		
Dedicated Technical Resource/Architect	●		
Revenue Target	●	●	
Business Plan	●		
Quarterly Business Review (QBR)	●		
Half Yearly Business Review		●	
Lightbits Partner Logo on Partner's Website	●	●	●
Sales Training	2 People	1 Person	1 Person
Technical Training	2 People	1 Person	

Partner Benefits	Reseller/Solutions Provider		
	Genius	Expert	Leader
Partner Portal Access	●	●	●
Co-brandable Campaigns	●	●	
Access to MDF (Discrectionary)	●	●	
Lightbits Partner Logo/Bug	●	●	●
Opportunity Registration	●	●	
Referral Registration			●
Dedicated Account Manager	●		
Dedicated Technical Manager	●		
Listed in Lightbits Partner Site	●	●	●
NFR License	●	●	
Sales Training	●	●	●
Engineering Solutions Training	●	●	
Social Media Support	●	●	
PR Support	●		

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