

5 REASONS

Top 5 Reasons to Partner with Lightbits

1 Lightbits Cloud Data Platform

A primary storage solution for many use cases, the <u>Lightbits Cloud Data Platform</u> 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:

































Our Investors:

Pacific Century Group



















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

_	Reseller/Solutions Provider			
Partner Requirements	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		

	100	Reseller/Solutions Provider			
Partner Benefits		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					