

MaxxVault Partner Program Benefits		Platinum	Gold	Silver
Effective Communications				
Monthly newsletter and e-mails	This is not spam, but valuable information requested by our partners. Includes special announcements, applicable alliance deals, updated Q&A and new sales tools.	•	•	•
Partner program phone numbers	You can talk to the Partner Program Manager if you need to know anything about the Partner Program, have any problems or suggestions. In fact, you're welcome to call right now at 516-937-0300.	•	•	•
On-line Portal Resource				
Market information	Learn market trends to determine which verticals to target, what they prefer and more.	•	•	•
Sales Tools	PDF product slicks, sample ad and e-mail templates, white papers, PowerPoint presentations, configuration guides, and case studies.	•	•	•
Brand Usage	Review branding guidelines, logo usage and leverage the MaxxVault brand to enhance your image.	•	•	•
Lead Generation & Sales Assistance				
Deal Registration	Register your major deals to obtain pre-sales support exclusivity from MaxxVault.	•	•	•
Not For Resale units	NFR units are available to Partners and their employees, allowing you to demo and build solutions.	•	•	•
Joint Promotions	Participate in joint regional promotions including promotional e-mails, ads, events, etc. Easy-to-use portal allow you to view any accrued Co-op (with ticklers to ensure you don't allow it to go unused). Also includes direct phone line access and easy-to-use form to requested MDF participation for proposed joint activities.	•	•	•
Pre-qualified leads	Automatically receive qualified leads from MaxxVault.	•	•	•
Custom Web Content	Import a ready-made MaxxVault web page into your site. Page will include text, graphics and marketing documents ready for download by your customers.	•	•	•
Custom Marketing Slicks	MaxxVault will create custom marketing slicks with your company logo	•	•	•
Technology & Sales Support & Training				
Pre-release Evaluations	Don't be the last one to try out the new products. Order an eval to test and get up to speed with new products "before" they hit the street. Notification of availability and a request form is available within the on-line Partner portal.	•	•	•
Certification	Register for our certification program to become expert at all aspects of network storage. This additional qualification you achieve a higher authorization level which provides additional margins to reward you for your expertise and commitment.	•	•	•
24/7 Priority Reseller Tech Support	Call a special Partner-only 800 number 24 hours a day, 7 days a week and go straight to the top of the queue for quick tech support.	•	•	•
Annual Partner Conference	Attend the live event, or view the presentations online with recorded video feeds and downloadable presentations.	•	•	•
Product Training	Free product training for your sales team to familiarize them on identifying MaxxVault opportunities.	•	•	•
Sales Training	Ensure that your sale team knows the features, benefits, advantages, modules, pricing and market position of MaxxVault.	2	1	•
Administration Training	Train your technical staff to install, customize, administer, support and troubleshoot MaxxVault.	2	1	•