

TECHNOLOGY ALLIANCE PARTNER PROGRAM

A horizontal strip of silhouettes showing several people in business attire standing in a city at night, with city lights and buildings visible in the background.

The Quantum Technology Alliance Partner Program is the gateway to delivering customer confidence with proven joint integrations based on Quantum's award-winning portfolio for managing, storing, and protecting unstructured data across its entire lifecycle. Working together, we will create joint integrations that provide unique value to customers' demanding environments. The Quantum Technology Alliance Partner Program offers a rich set of benefits including resources for testing, certification, ongoing alliance support, marketing, joint field activities, and active deal engagement. As a team, we can work together to solve our customers' most pressing business challenges by unlocking the value in their digital assets.

The Quantum Technology Alliance Partner Program has three membership levels, with benefits increasing along with membership status.

- 1. Strategic level (by invitation only):** Partners at the Strategic Alliance Partner level are market leaders making a significant Quantum investment in cooperative go-to-market efforts to jointly deliver industry-leading integrations and solutions. Strategic partners develop unique features and/or go-to-market avenues that take advantage of Quantum technology to deliver a truly differentiated joint solution to customers. This partnership level drives measurable revenue for both Quantum and Partner.
- 2. Elite level (by invitation only):** Elite Alliance Partners have a significant market presence in addition to expertise that is complementary to Quantum. At this level, Quantum engages the partner in cooperative go-to-market sales and development activities.
- 3. Access level (must qualify):** Partners at the Access Alliance Partner level are building go-to-market activities with Quantum. These partners enjoy the support needed to complete technology interoperability validation and receive the recognition within the Quantum ecosystem that the joint solution is approved and qualified.

“We're working closely with Quantum to ensure that our customers have optimal performance and flexibility when editing and finishing massive files for broadcasters or studios.”

Simon Williams
Director of Strategic Relations, AdobeCUT

QUANTUM TECHNOLOGY ALLIANCE PARTNER PROGRAM:

General Benefits

Benefit	Access	Elite	Strategic
Access to Technology Partner Portal	Yes	Yes	Yes
Quantum Sales & Technical Training	Invitation Only	Yes	Yes
Partner Sales & Technical Training	Invitation Only	Invitation Only	Yes
Alliance Team Support	Invitation Only	Yes	Yes
Alliance Manager	X	Invitation Only	Yes
NFR Licenses for Demo and Lab Use	Yes	Yes	Yes
Biannual QBRs	X	Invitation Only	Yes
Early Access/Beta Program Support	Invitation Only	Invitation Only	Yes
Access to Shared Alliances Solution Architect	Invitation Only	Invitation Only	Yes
Interoperability Validation	Yes	Yes	Yes
Integration Certification	Yes	Yes	Yes

Go-to-Market Benefits

Benefit	Access	Elite	Strategic
Partner Logo on Quantum.com	Invitation Only	Yes	Yes
Quantum Logo Usage	Yes	Yes	Yes
Co-Branded Solution Brief	Yes - Partner Led	Yes	Yes
Joint AR/PR	Invitation Only	Invitation Only	Yes
Co-Branded Customer Success Stories	Yes - Partner Led	Yes	Yes
Technical Brief/White Paper*	Yes - Partner Led	Invitation Only	Yes
Joint Webinars	Yes - Partner Led	Invitation Only	Yes
Social Media Campaign	Invitation Only	Invitation Only	Yes
Marketing Investment	Invitation Only	Invitation Only	Yes
Sales Incentive Programs	Invitation Only	Invitation Only	Yes
Active Joint Deal Engagement	Invitation Only	Invitation Only	Yes
Channel Mapping	X	Invitation Only	Yes
Biannual Marketing Planning Session	X	Invitation Only	Yes
Opportunity to Sponsor Quantum/ Partner Events	Yes	Yes	Yes

*Benefits subject to change. Contact your Quantum Alliance representative for more information.

Partner Requirements

Requirement	Access	Elite	Strategic
Acceptance into the Program	Must Qualify	By Invitation	By Invitation
Quantum Technology Alliance Program Agreement	Required	Required	Required
Solution Brief	Partner Led	Jointly Created	Quantum Led
Marketing Investment	By Request	Recommended	Required
Partner Primary Alliance Contact	Required	Required	Required
Partner Technical Contact	Required	Required	Required
Quantum Landing Page on the Partner's Web Site	Recommended	Recommended	Recommended
Quantum Logo on the Partner's Web Site	Required	Required	Required
Proven Interoperability	Partner Led	Jointly Led	Quantum Led
Unique Feature Development	Recommended	Recommended	Recommended
Completion of Yearly Partner Plans	By Request	By Request	Required

The Quantum Technology Alliance Partner Program offers a full suite of partnership benefits. Together, we can empower the next generation of offerings to enable our customers to maximize their potential today and in the future.

[Click to view a list of strategic partners and request participation.](#)

“We’re really looking forward to delivering solutions with Quantum—today and in the future.”

Kevin Savina

Director Product Management, Dalet

Quantum®

Quantum technology and services help customers capture, create, and share digital content—and preserve and protect it for decades at the lowest cost. Quantum’s platforms provide the fastest performance for high-resolution video, images, and industrial IoT, with solutions built for every stage of the data lifecycle, from high-performance ingest to real-time collaboration and analysis and low-cost archiving. Every day the world’s leading entertainment companies, sports franchises, research scientists, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at www.quantum.com.

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