Quantum® ALLIANCE

Why Partnering with Quantum is Right for You

By 2025, 80% of data generated will be unstructured—video imagery, IoT sensor data, digital content, and more. Quantum delivers end-to-end software solutions to store, manage, enrich, and archive unstructured data across the entire lifecycle. From hyperscale archives to video surveillance to content enrichment to data protection, organizations around the world rely on Quantum for their data needs because we know the difference is in the data.
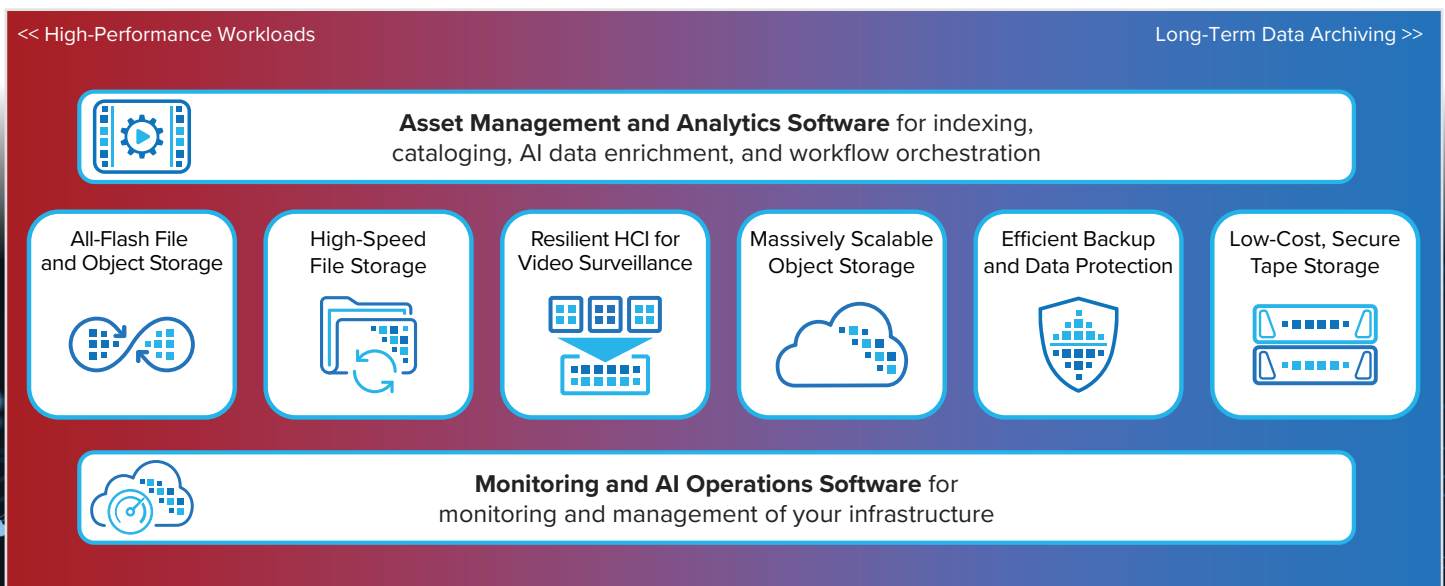
The Quantum Alliance Partner Program (QA) is designed to help partners like you grow your business profitably. With Quantum's portfolio, you can solve your customers' toughest challenges with solutions that are unmatched for performance, data accessibility, and return on investment.

Quantum is Your Strategic Technology Partner

Quantum technology, software, and services provide the solutions that today's organizations need to make video and other unstructured data smarter. With over 40 years of innovation, Quantum offers a comprehensive line of end-to-end solutions uniquely equipped to orchestrate, protect, and enrich data across its lifecycle.

End-to-End Solutions for Video and Unstructured Data Across the Lifecycle

Quantum provides comprehensive end-to-end solutions to help organizations to manage and preserve data for decades, to easily extract insights from it. Quantum's portfolio of software, services, and solutions addresses the needs for video and complex unstructured data sets—from analysis and enrichment, to storing and managing, to protecting and archiving.

<< High-Performance Workloads   Long-Term Data Archiving >>

Asset Management and Analytics Software for indexing, cataloging, AI data enrichment, and workflow orchestration

All-Flash File and Object Storage	High-Speed File Storage	Resilient HCI for Video Surveillance	Massively Scalable Object Storage	Efficient Backup and Data Protection	Low-Cost, Secure Tape Storage

Monitoring and AI Operations Software for monitoring and management of your infrastructure

Expertise for a Broad Range of Markets and Needs

From mid-size businesses to major enterprises, organizations have trusted Quantum to help address their most demanding data challenges.

5 of 5 Largest US Broadcasters	**4 of 5** Largest US Public Transit Systems	**5 of 5** Largest Hyperscalers
The Largest Media Companies	**6 of Top 10** Hotel, Casino, Resort Companies	**6 of Top 10** Largest Financial Institutions
The Most Recognized Brands	**10 of the World's** Highest-Volume Airports	**17 of 18** US Intelligence Agencies
13 of 30 MLB Teams **15 of 32** NFL Teams	**100+** Universities	**14 of 17** National Labs

Why Quantum? We Help Achieve Success for You and Your Customers

Quantum is dedicated to working with partners who share our goal of solving the toughest challenges for storing, managing, protecting, and unlocking value in video and unstructured data.

- With over 40 years of innovation and expertise, Quantum's end-to-end platform is uniquely equipped to orchestrate, protect, and enrich data across its lifecycle for actionable insights.
- The highly rated Quantum Alliance program is designed to help you grow your business profitably; we help you find the right opportunities and close them quickly.
- The QA program includes new business opportunities, financial incentives, training services, co-branded marketing support, sales tools & resources, and a dedicated partner portal.
- Leading organizations in cloud services, entertainment, government, research, education, transportation, surveillance, and enterprise IT trust Quantum to bring their data to life.
- Our program offers a dedicated team of specialists who understand the market and customer needs to help you identify the best solution for any situation. They consult on how to effectively manage storage environments to support business objectives.
- All partners can take advantage of Quantum's field sales team, sales engineers (SEs), solution architects, and channel team, and marketing support.
- We provide technical and financial support every step of the way—from opportunity identification through deal close.
- Ransomware recovery across the data lifecycle – helping organizations reduce downtime, and loss of revenue, and maintain client trust.
- When ransomware strikes, our solutions allow you to restore your data for any tier in the data workflow. Different capacity tiers give you the flexibility to choose where you want to store your data and how you want to recover it.

For more information about the Quantum Alliance program, visit alliance.quantum.com.

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Quantum.

Your difference is in your data.