

ARKIVIO

Solution Provider Program

Introduction

The ARKIVIO® Solution Provider Program provides all of the essential elements to ensure you are successful and profitable selling Arkivio's enterprise storage software solutions. Our flagship product, ARKIVIO® auto-stor, is the first of its kind to integrate data discovery and classification with automated data migration and placement in one comprehensive ILM solution. The ARKIVIO® Solution Provider Program is designed to maximize your return on investment and demonstrates our highest level commitment to making you successful. The program delivers all the essential elements you need such as:

- Industry leading ILM software technology,
- Comprehensive support programs,
- Design-registration incentives,
- Lead generation programs, &
- Product training

Couple these offerings with your own value-added products and services, and you will have an unbeatable combination of innovative, best-in-class enterprise storage management solutions.

Opportunity

Arkivio is looking for companies that share our goal of delivering best-in-class ILM solutions for mid-to-large size organizations worldwide. ARKIVIO® auto-stor offers a unique agentless approach for discovery and data collection. This enables you to quickly and unobtrusively collect valuable information about a customer's existing data and storage usage patterns. Whether you decide to offer this as an assessment service or a stand-alone product sale, you will be better equipped to prepare tailored ILM proposals and ROI's specific to your customer's current needs.

Benefits

The ARKIVIO® Solution Provider Program will ensure your success and will be backed by numerous benefits including:

- High margin sales opportunity with geographic exclusivity
- Secure Guard design-registration program provides special incentives and high margin protection
- Assigned sales account representatives who will provide significant support and communication about sales responsibilities early in the sales cycle
- Dedicated pre/post sales technical support
- Industry leading Information Lifecycle Management (ILM) software that can be incorporated into end user solutions
- Marketing and sales support including tailored sales tools and MDF-backed lead generation programs
- On-site sales and technical product training
- Product evaluation software

Partnership Requirements

To take advantage of all the benefits offered to ARKIVIO Solution Providers you only need to:

- Ensure that two engineers are trained on ARKIVIO® auto-stor at all times
- Work with your regional sales manager to develop a business plan specific to Arkivio and your territory
- Demonstrated ability to install and operate the ARKIVIO solution
- Assigned product champion for ARKIVIO® auto-stor
- Successfully install and run ARKIVIO® auto-stor software in-house in your lab

The ARKIVIO® Solution Provider Program provides you with the key elements to maximize profitable customer sales revenue. We look forward to working with you to jointly deliver best in class enterprise storage management software solutions.

About Arkivio

Arkivio, Inc., a leading provider of Lifecycle Management solutions for electronic data and information, offers the only product, ARKIVIO® auto-stor, to use unique customer data value scores to drive storage management solutions for Regulatory Compliance, Storage Consolidation, Disaster Recovery Optimization, and Capacity Management of a tiered storage infrastructure. The ARKIVIO® auto-stor software redefines storage management for medium-to-large sized enterprises by enabling them to automate the discovery, classification and placement of data over its lifecycle on the most appropriate storage resource across heterogeneous DAS/NAS/SAN environments.

Customers benefit by optimizing the utilization of their storage assets based on cost and the availability of data for end user, regulatory, and recovery needs. Further, ARKIVIO® auto-stor improves administrator productivity levels and service level performance through the use of automated data management, driving the cost per managed terabyte of storage to its lowest possible level, while providing significant ROI.

To inquire further about partnering opportunities with Arkivio, Inc., please contact the ARKIVIO Partner Team at: 877.275.1700 or by email at partner@arkivio.com.



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