

RAIDIX Partnership Opportunities



How to boost sales and get higher margins with the RAIDIX Software-Defined Storage

Vladimir Morozov

Partner Manager, RAIDIX

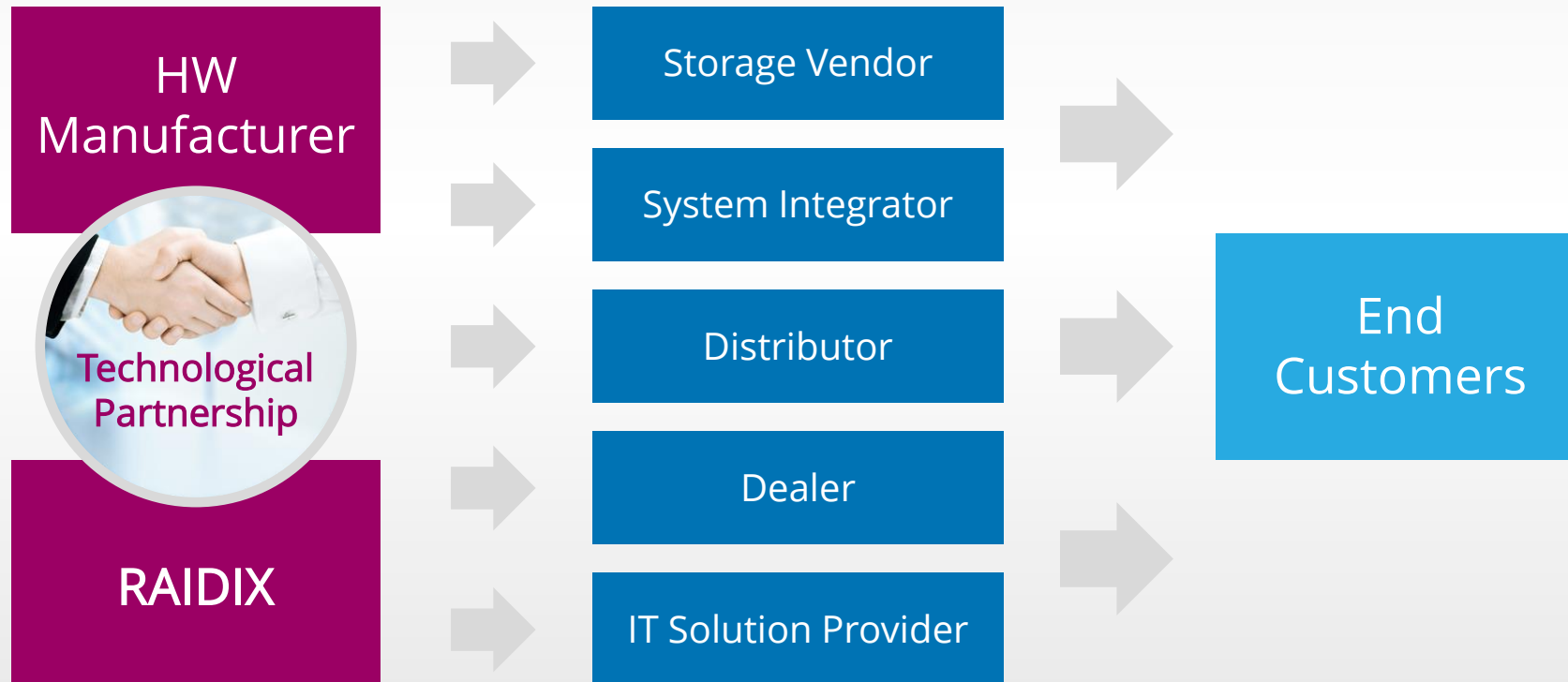
GEOGRAPHY

The RAIDIX Global Partner Network encompasses system integrators, storage vendors and IT solution providers from 30+ countries.

Cooperation with leading industry players, and global strategic partnerships to boost R&D and deliver joined added-value solutions to the market.



RAIDIX DISTRIBUTION MODEL



- Combined Business Development and Marketing initiatives
- Every partner can create their own unique product solution or choose from preselected certified models
- Easy to start with extensive support from RAIDIX

Where RAIDIX excels

VERTICALS

RAIDIX offers tailored solutions to Enterprise, Media & Entertainment, Video Surveillance, High-Performance Computing (HPC) and other data-rich industries.

TASKS AND SOLUTION TYPES

- SAN solution powered by RAIDIX - for Media and Entertainment, RAIDIX NAS storage solution - for Cluster
- RAIDIX SAN and NAS for Multistreaming tasks for CCTV and Video surveillance
- For shared access to content – RAIDIX SAN
- RAIDIX NAS for Backup and Virtualization.

Configuration example

Supermicro		quantity PCI-ex	Form factor
2028R-DE2CR24L	(24 x 2,5")	For every controller: 3 PCIe x8 (только 2 CPU)	Low Profile
6038R-DE2CR16L	(16 x 3,5")	For every controller: 2 PCIe x8 Low Profile 1 PCIe x8 Full Profile (только 2 CPU)	Both Prof.
<p>In Platforms 2028R-DE2CR24L and 6038R-DE2CR16L are installed motherboards MBD-X10DRS-2U и MBD-X10DRS-3U, they have LSI3008 to connect expander, and also 2 x 10GbE for iSCSI / NAS</p>			

Supermicro		quantity PCI-ex	Form factor
6038R-E1CR16L	(16 x 3,5")	6 PCIe x8 + 1 PCIe x16	Low Profile
2028R-E1CR24L	(24 x 2,5")	(CPU1: 3 PCIe x8; CPU2: 3 PCIe x8 + 1 PCIe x16)	Full Profile

Product Concept. Software-Defined Storage

RAIDIX



SuperMicro Hardware Equipment



High Performance Storage Appliance



★
Enables the
Functionality
that hardware
is not capable
of

★
Compatible
with major
hardware

★
99,999
availability
and top
productivity

★
Easy
to deploy
and maintain

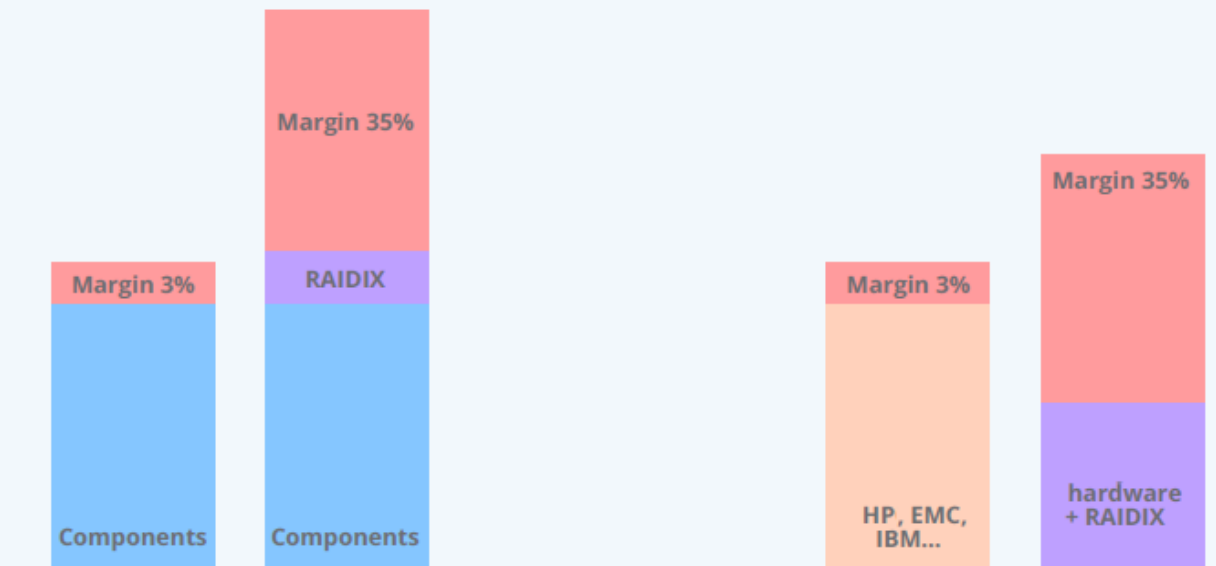
★
Optimized
TCO

Software-defined RAIDIX Storage = Higher Margins for the Channel!

Highly marginal solution for channel sales!
Channel partner's perspective:

Components vs Storage Appliance

Industrial Systems vs RAIDIX



Why partner with RAIDIX?

Technology-wise

- Get an edge over the competition using the fastest RAID technology on the market
- It's real fast: Need high throughput? Only hardware is the limit
- Works with literally any hardware platform and connectivity tool
- Scales out, and scales up on the fly
- Tailored to specific industry applications

Business-wise

- We do not compete with our partners
- We help partners to promote their solutions powered by RAIDIX
- We ensure equal conditions to all partners within a given partnership type.
- We generate demand for RAIDIX-powered solutions among end customers, feeding the partner's sales pipeline with new leads.

Partner benefits

- Sell more – get a bigger discount
- Sell more – get priority access to new leads
- Sell more – make use of greater MDFs (Marketing Development Funds)
- Deal registration – preserve peace of mind and confidence when closing a long-awaited deal
- Training for your technical and commercial crew
- Be the first to beta-test RAIDIX

RAIDIX Partner

How to become a RAIDIX Partner?

- Sign an NDA
- Get your team RAIDIX-certified (1 tech. person, 1 sales/pre-sale person)
- Sign the Partner Agreement
- Include RAIDIX technology to your product line
- Create documentation for the comprehensive RAIDIX-powered solution
- Let us know how we can help with the lead-flow
- Do joined PR and Marketing with RAIDIX

RAIDIX Partner

Joined online
and offline events

Co-authored expert
interviews and
analytical articles in
industry media

Participation in
industry conferences
and trade shows

Online promotion
(advertising, SEO, etc.)

Co-branded marketing
materials



www.raidix.com



Morozov.v@raidix.com



+7 921 431 30 88



Smolenka River emb. 33
St. Petersburg, Russia, 199178