

open-e



**Business is better together -
build a strong partnership with Open-E**

At Open-E, we believe in partnering with our system integrators and resellers - not competing with them. Our idea of business is based on cooperation, complementarity, and ideas exchange. We strongly believe that supporting each other transparently brings about success and customer satisfaction. And through this satisfaction and success come profits, of course. This is what caused us to create the Open-E Partner Program, a business approach that's aimed for benefits to the whole network.

WWW.OPEN-E.COM

Benefits

So let's assume you've decided to take advantage of our offer and you're an Open-E Partner.

What do you get in return?

- ✓ You will use the best-in-class, award-winning and recognizable data storage products. These products are capable of fulfilling your customers' most demanding enquiries.
- ✓ You will not be limited, as you can benefit from flexibility in terms of hardware, components, and services. Unlike other vendors, Open-E software is hardware-agnostic which means that you can create your own original setup and add it to your portfolio of solutions.
- ✓ You can take advantage of increased profitability through generous margins. Let your revenue grow!
- ✓ You get marketing support through seamless access to marketing tools and resources that guarantee market recognition.
- ✓ You are offered a myriad of educational opportunities – training for engineers, sales training, both on-site and on-line, webinars, demos, events on-demand and much more. Not only do we provide you with knowledge, but also with the resources to make use of that knowledge.

We've cooperated with a great number of leading storage solution providers since the very beginning of our existence on the market and managed to form a broad network of the greatest specialists in their fields. Our main goal is to treat each of them as unique individuals and provide them with a solution that works for their specific needs.



A business partnership is not only a legal agreement between two companies, but above all - a relationship. This very specific kind of relationship, just like all relationships, requires transparency, trust, patience and a lot of hard work. What makes it special is that it also demands a deep respect for and understanding of each of our partner's business profiles which then allows us to set up a business path that suits each side, in order to guarantee profits, peace of mind and self-development.

Krzysztof Franek, CEO of Open-E

Open-E Global Partner Network

Our certification is a guarantee of compatibility and the highest quality and our logo endorses industry-leading hardware manufacturers. This is why we are certain that every implementation based on our software will be successful as we stay on top of technology innovations thanks to long-standing partnerships with industry leaders such as Intel, Toshiba, WD, and more.



Our partnership helps KIOXIA to understand the requirements of Open-E customers to make sure that our products interoperate seamlessly. Latest KIOXIA developments are being tested by Open-E for best product selection in targeted deployments and highest customer satisfaction.

Frederik Haak, Senior Marketing Manager Solid State Drives EMEA at KIOXIA Europe GmbH

Great quality components are a key for reliable and high-performance storage – whether it's supporting hardware or software. Equally important is the smooth interaction and interoperability of all components.

Toshiba Electronics Europe GmbH (TEE) has a long-lasting partnership with Open-E and Toshiba Hard Disk Drives are used in SDS-Systems based on Open-E's software products.

TEE works very closely with Open-E in terms of providing test and demo samples for software development and testing scenarios, as well as value-add technical and marketing support. Additionally, TEE runs several installations of Open-E's JovianDSS software as test and demo cases in their European Lab in Duesseldorf/Germany, and in the "Technology Experience Lab".

Rainer Kaese, Senior Manager



We've learned a lot from our collaboration with Open-E and our development teams continue to optimize current and future products to meet or exceed customer requirements.

Davide Villa, Director of Business Development EMEA

vmware®

intel®

citrix

About Open-E

Open-E is a well-established developer of IP-based storage management software. Its flagship product, Open-E JovianDSS, is a robust, award-winning storage application which offers excellent compatibility with industry standards, and is the easiest to use and manage. Additionally, it is one of the most stable solutions on the market and an undisputed price performance leader.

+38000 software implementations

+100 countries worldwide

+20 years of experience

+800 certified engineering and sales professionals



Building Better Bespoke Business Solutions. Together.

For details regarding Open-E's Partner Program, partner levels, benefits, and requirements, visit our website at www.open-e.com

Decided you'd like to become our Partner and successfully expand your business? Start here:

<https://www.open-e.com/about-us/partner-program/overview/>

Already an Open-E Partner? Let's get back in touch!

If you're an Open-E Partner already but haven't contacted us in a while, there's no better time to reconnect! We're always eager to support you. To get in touch, just log in to your Partner Portal or send us a quick message via email. We're also on social media.