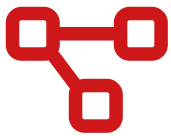![Open-E logo]

Business is Better
TOGETHER

Open-E Data Storage Software Partner Program

For Who:

IT System Integrators

Resellers

Distributors

Grow Your Business With:

- ✓ Unparalleled Flexibility: tailor data storage solutions precisely to your customers' unique needs.
- ✓ True Hardware Freedom: build solutions with your preferred hardware, avoiding vendor lock-in.
- ✓ Enhanced software-defined storage offerings thanks to our complementary features.
- ✓ Certifications that prove the reliability of your offerings.
- ✓ First-hand insights into the data storage market & technological trends.
- ✓ Marketing activities to increase your brand awareness.

Why You Should Join the Open-E Partner Program

AUTHORIZED PARTNER

SILVER PARTNER

GOLD PARTNER

PLATINUM PARTNER

What Do You Get From It?

→ **Extra Added Product Value with Open-E JovianDSS - Your Key to Customization**

Empower the systems you integrate by combining them with powerful data storage software, designed for ultimate flexibility. Open-E JovianDSS allows you to meet even the most demanding requirements, offering granular control and adaptability that other storage solutions simply can't match.

→ **Ensuring Your Clients' Loyalty Through Tailored Solutions**

A good vendor experience contributes to future purchase choices. Use Open-E's flexible licensing model to ensure ongoing business relations with your clients. Go beyond one-size-fits-all solutions. Our software allows you to craft data storage environments that precisely address your clients' specific workloads, performance needs, and budget constraints, fostering stronger, longer-lasting relationships.

→ **Proof of Quality for Your Offerings**

Our QA Lab runs intensive tests on our partner's hardware components and whole systems to ensure that the final product you provide matches the highest quality. Crucially, our certification process validates the reliability and performance of Open-E JovianDSS on your chosen hardware, giving your customers confidence in a truly optimized solution.

→ **Access to Our Exclusive Education Resources**

Acquire a treasury of data storage knowledge collected by Open-E experts for over 25 years! Additionally, get access to our latest insights and newest solutions you can provide your clients with. Learn how to leverage Open-E's flexibility and its ability to complement SDS offerings to create truly differentiated solutions.

→ **Raised Brand Awareness with Open-E Marketing Campaigns - Highlighting Your Unique Value**

Partnership does not only mean doing business. It primarily means being an ambassador for each other's brand. That's why we do our best to let the world know about the great solutions we develop together with our partners. Our marketing efforts will also highlight the unique value you offer by leveraging Open-E's flexibility and hardware compatibility.

Ready To Grow Your Business Together with Open-E?

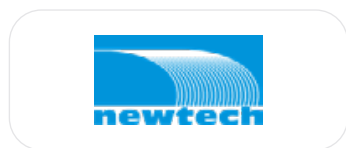## Become an Open-E Partner Today!

Our Business Partners:

Boston Ltd	Thomas-Krenn	Eurostor	Starline Computer GmbH
Newtech. Co	CineSys	Broadberry	Share Distribuzione
Nemix	Abacus	... and more!	

Our Technology Alliances:

Toshiba	ATTO	AIC	Western Digital
SeaGate	... and more!		

Our Software Integrations:
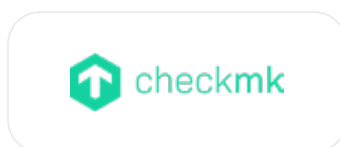
Proxmox	VMware	CheckMK	Microsoft Hyper–V
Citrix	XCP-ng	... and more!	

open-e

Founded in 1998, 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 that offers excellent compatibility with industry standards. It is also the easiest to use and manage. Additionally, it is one of the most stable solutions on the market and an undisputed price-performance leader.

Thanks to its reputation, experience, and business reliability, Open-E has become the technology partner of choice for industry-leading IT companies. Open-E accounts for over 40,000 installations worldwide.

+40,000 software implementations

+25 years of experience

+120 countries worldwide

+800 certified engineers and sales professionals