



Freedom Partner Program At-a-Glance

The Freedom Partner Program enables forward-thinking channel partners to empower their customers with innovative hybrid cloud storage solutions.

Panzura channel partners benefit from focused sales and marketing programs, including deal registration, qualified leads, and market development funds. Freedom channel partners will also have access to the Freedom Partner Portal, which features helpful sales tools and resources to help drive new opportunities in the skyrocketing cloud storage space.

The Freedom Partner Program is a multi-tier program that allows partners to choose the level that best matches their distinct go-to-market approach.

Partner Benefits & Requirements

	Freedom elite partner	Freedom premier partner	Freedom authorized partner
Key Benefits			
	<ul style="list-style-type: none"> Most competitive product discounts Panzura-qualified leads Margin and opportunity protection Market development funds Dedicated Panzura resources Partner Portal access Branding as Freedom Elite partner 	<ul style="list-style-type: none"> Competitive product discounts Margin and opportunity protection Market development funds Partner Portal access Branding as Freedom Premier partner 	<ul style="list-style-type: none"> Rewarded for their ability to identify and support Panzura opportunities Margin and opportunity protection Partner Portal access Branding as Freedom Authorized partner
Requirements			
Min. Sales Reps Trained	4	2	n/a
Min. Systems Engineers Trained	4	2	n/a
Min. Leads/Deals	4 closed deals per quarter	2 closed deals per quarter	5 qualified leads per quarter
Min. Revenue	\$1,200,000 annual	\$600,000 annual	n/a
Discount			
Discount levels are for registered opportunities	\$\$	\$\$	\$\$*

* Maximum of 10% for qualified leads of Net Invoice on qualified products

For more information on becoming a Panzura channel partner, please visit: www.panzura.com/partners.



Panzura, Inc. | 695 Campbell Technology Pkwy #225, Campbell, CA, USA | 855-PANZURA | www.panzura.com
 Copyright © 2017 Panzura, Inc. All rights reserved. Panzura is a registered trademark or trademark of Panzura, Inc. in the United States and/or other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies.