

# Cloudwick Technology Partner Program

## Cloudwick Technology Partner Program (TPP)

The Cloudwick Technology Partner Program enables industry-leading advanced analytics and machine-learning software providers to develop and promote differentiated solutions to channel partners, customers and prospects. Becoming a Cloudwick Technology Partner provides vendors with access to a broad range of development and marketing opportunities that accelerate business growth.

### Customer Focus

Cloudwick Technology Partner Program provides companies with the foundation for developing best-in-class, data-driven innovations that enable customers to optimize IT investments, develop new capabilities, and accelerate deployment of new solutions through validated designs. The program provides a unique framework for industry stakeholders to collectively develop solutions that address business and technical challenges related to security, big data, business intelligence, and much more.

### Partner Focus

When you partner with Cloudwick, you get more than access to great technology – you get a loyal partner that provides industry-leading big data expertise, technical innovation, marketing support, and a high degree of customer engagement. We are committed to helping you build your business through differentiated, unique and open solutions that satisfy customers and build loyalty.

## Membership Tiers

**Premier** (by request only) – Designed for organizations with global market reach and expertise in a market of strategic importance to Cloudwick. Engagements can span multiple functions across both companies – including designs, development, sales and marketing. Membership is by invitation only.

**Select** – Designed to generate unique solutions, market understanding and joint opportunities through certifications and interoperability.

Activity	Select	Premier
Company and Solution profile included on Cloudwick.com		
Joint CDAP Reference Architecture		
Joint CDAP Data Sheet		
Access to CDAP Labs		
Participation in Cloudwick regional events and tradeshows (if available)		
Solution inclusion in Cloudwick booth at global tradeshows		
Inclusion in Cloudwick social media campaigns		
Joint CDAP Solution Webinar		
Designated Business and Technical Alliance Manager		
Executive Sponsor		
Joint Technology Development or Bundled Solution Development		

For more information about the Cloudwick Technology Partner Program, please email [tpp@cloudwick.com](mailto:tpp@cloudwick.com)

## As a technology partner, Cloudwick enables you to:

- Accelerate solution development with technical expertise and assistance, including design certification, interoperability testing, integration and validation
- Expand solution awareness through joint marketing activities – including channel engagement, reference architectures and collateral, live and virtual events, lead-generation programs and more
- Increase revenue generation opportunities by promoting our joint solutions to resellers, customers, prospects and other technology partners
- Generate opportunities with Cloudwick sales teams and channel partners through solution seminars and technical workshops
- Maximize development, marketing and sales activities through access to sales tools like presentations, rich media content and additional tools

