



## CLOUD SERVICE PROVIDER (CSP) PROGRAM

Tailor-made CSP program for best-in-class data services and most persuasive economics

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With the care and feeding of data storage ranking high among the most challenging aspects of any hosted service, we're pleased to offer you a compelling solution. It's both operationally appealing and economically persuasive. Not to mention hardened through 2 decades of experience and innovation.

### TECHNICAL ASPECTS

Rich control plane commands and controls DataCore's comprehensive set of data services. Proven across a wide variety of diverse storage equipment and multiple generations of technologies.

**Enables you to offer best in class SLAs while keeping costs low**

- Zero storage-related downtime
- Effective QoS control
- Fast time to provision

### PERSUASIVE ECONOMICS

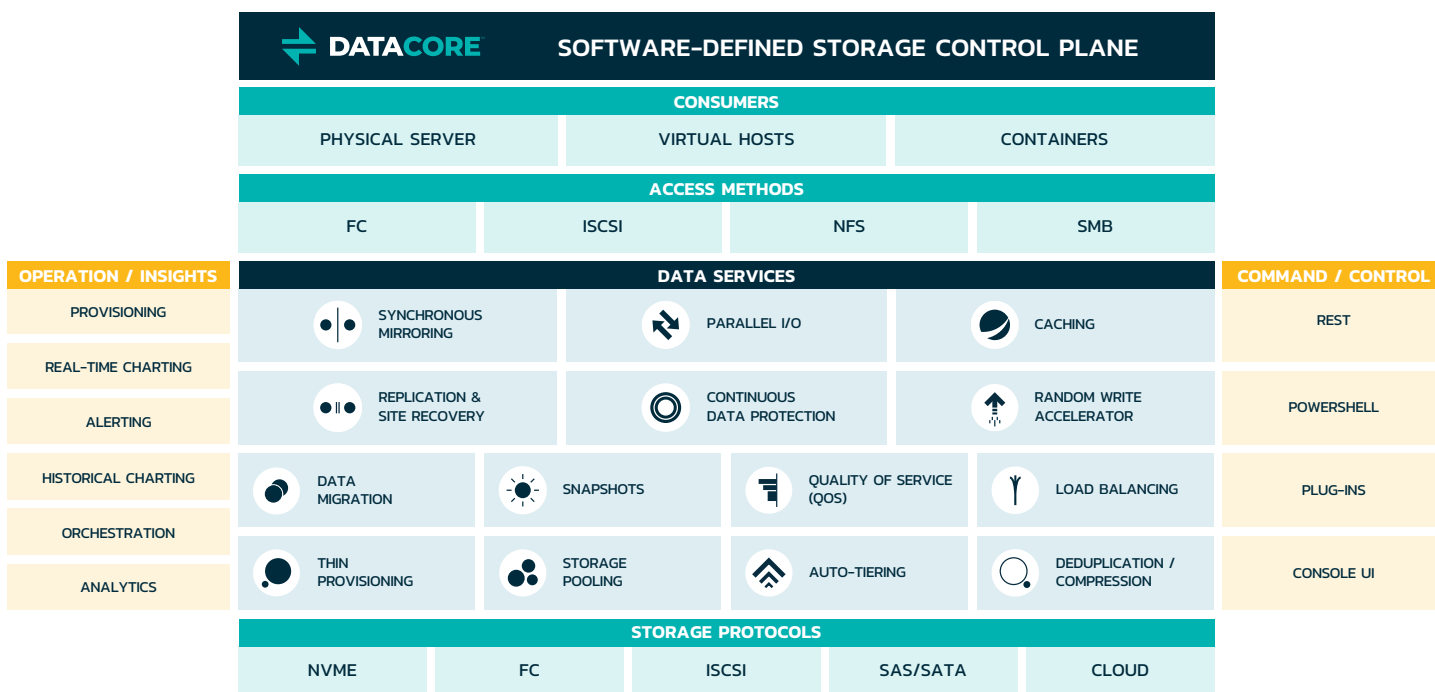
Fair billing model where you pay only for what you actively use\*. 12-month, auto-renewing subscription with attractive monthly price per TB.

Capex alternative is also available via perpetual licenses with 3 year commitment and annual support contract.

\*No penalty for capacity that is assigned but dormant.

## WHAT'S INCLUDED?

- Comprehensive stack of Software-defined Storage services
- Technical support and software update service



## COMPELLING VALUE

Generate highest margin from current and future assets. Deliver wide range of advanced, integrated services to suit a variety of customer needs and budgets while regulating QoS accordingly.

Migrate non-disruptively between hardware generations and different manufacturers, making them interchangeable.

Gain unprecedented negotiating muscle over hardware suppliers.

## PROGRAM ENROLLMENT

Available only to qualifying CSPs that provide hosted IT services to 3rd party subscribers.

- Fill in application at <https://www.datacore.com/partners/cloud-service-providers>
- Sign CSP Agreement
- Register with regional Aggregator for terms and conditions regarding billing and payment
- Complete DataCore Certified Implementation Engineer certification
- Deploy DataCore software on as many nodes as needed
- Automatically transmit telemetry to secure hub used to track monthly capacity consumption

For additional information, please visit [datacore.com](https://www.datacore.com) or email [info@datacore.com](mailto:info@datacore.com)

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