(OCIENT)®

# OCIENT PARTNERSHIP PROGRAM

## Innovate Faster and Operate Smarter. Together.

The Ocient Partnership Program lets you close high-value data platform and analytics deals with competitive margins and access to sales and engineering resources. Whether you're a solution provider, service expert, technology innovator, or reseller, Ocient equips you to create impact, differentiate your offerings, and grow revenue by offering petabyte-scale analytics at higher speeds and lower costs.

## WHY BECOME AN OCIENT PARTNER?

**Competitive advantage.** Ocient solutions are built to ingest, analyze, and store massive datasets without downsampling, empowering your customers with deeper insights and a better decision-making framework.

**Next-level collaboration.** Co-innovate with Ocient's tech experts on game-changing ideas, and engage in integrated co-marketing efforts to showcase joint successes with the Ocient team.

**Comprehensive support.** Ocient enables partners with dedicated solution architects, mutually agreed-upon service level agreements, comprehensive documentation, and hands-on training.

**New revenue streams.** Break through traditional limitations with Ocient's large-scale data analytics and offer your customers scalable, enterprise-level solutions.

## The Ocient Partner Program:
## A Comprehensive Approach to Building Value Together

### Solutions Partners

Weave Ocient's lightning-fast analytics into your offerings to deliver scalable, high-performance solutions powered by Ocient technology.

### Services Partners

Consult, integrate, implement, and support Ocient solutions to co-deliver end-to-end data projects effortlessly at lower cost and risk.

### Value-Added Resellers

Pair your market expertise with Ocient's powerful analytics to drive rapid adoption and customer satisfaction.

### Technology Partners

Use your hardware software, cloud, or visualization tools to enhance Ocient's capabilities and build integrated, scalable solutions.

# THE OCIENT ADVANTAGE

## Built-In Technical Firepower

*The Ocient Hyperscale Data Warehouse™ is a unified data analytics platform that supports ETL/ELT, real-time analytics, OLAP workloads, geospatial analytics and machine learning. With Ocient, customers can expect:*

✓ **10-100x better performance** than alternative solutions on large, complex workloads.

✓ **Significantly lower costs** and a **smaller data center footprint** thanks to 90% more efficient use of industry-standard hardware**.**

## Focused On Driving Business Value

*Our delivery team goes the extra mile - so you don't have to*

**Accelerated deployment.** We work closely with your team to ensure the rollout is efficient from discovery through production.

**Dedicated partner & engineering resources.** Our experts are on hand throughout the engagement to ensure success.

**Solution optimization.** Our team fine-tunes the entire stack, including hardware and software integration, to ensure optimal performance and maximize business value.

**Future-ready architecture.** Our scalable approach ensures that today's joint solutions can grow to meet tomorrow's toughest challenges.
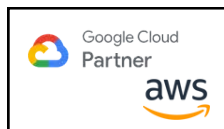
## Flexible Deployment Options

*Ocient delivers exceptional performance in every environment*

### On Premises

Deployed on commodity hardware in your or your customer's datacenter

### Public Cloud

Google Cloud Partner
aws

Amazon Web Services or Google Cloud Platform

### OcientCloud®

Hosted in the Ocient datacenter

## READY TO CO-INNOVATE?

**Set up a 30 minute discovery session with our Partner Success Team: partnerships@ocient.com**