

The Stratus Global System Integrator Program




Join our elite team of integrator partners and profit from scalable and resilient Edge Computing solutions

Our System Integrators (SI) specialize in bringing together Stratus products with 3rd party hardware and software components into a complete solution. They ensure that these integrated components function in a manner required to meet the needs of the customer.

Stratus SIs have privileged access to a broad range of tools and resources developed to help in develop solutions to customers.

The SI Partnership Level Assignments

The Stratus SI Program includes three levels of partnership plus a 'qualifying' level that is designated to an SI that first registers and is going through initial enablement.

SI Level	Program Benefits	Program Requirements
	As Certified PLUS: <ul style="list-style-type: none"> • Joint Opportunity Pursuits • Executive sponsor • Priority access to participate in Stratus marketing campaigns • Co-marketing • Subsidized Implementation training 	<ul style="list-style-type: none"> • CSIA or equivalent certification • Min 4 approved project implementations • Joint Stratus Partner planning/targeting with regular cadence • Annual Case Study Submissions • *NFR ztC Edge
	<ul style="list-style-type: none"> • Partner Locator Listing – enhanced profile • Advanced exposure to roadmap • Sponsorship opportunities at Stratus events • Opt to perform Product Implementations (subject to relevant certification and Stratus approval) 	<ul style="list-style-type: none"> • Min 2 Pre-Sales Solution Architect • Min 2 approved project implementations • +2-3 certified Implementation Specialists to do Jumpstarts – if Partner requires to do implementations
	<ul style="list-style-type: none"> • Access to Stratus PRM • Discounted Demo Systems • Basic Partner Locator entry • Use of relevant Stratus badges & website banners • Annual Roadmap Update • Access to Alliant Group after 1st project • Complimentary Access to Partner Portal for eLearning tools (ILT paid extra) - Not listed in Partner Locator until Registered. No website promotion or logo usage 	<ul style="list-style-type: none"> • Employ at least 1 certified Stratus Certified Pre-Sales Solution Architect • Accepted PRM Terms of Use • Commitment to train engineers – Pre-Sales Course relevant to ftServer and/or ztC Edge

**For over four decades,
we have protected our
partners and customers
from significant financial
and reputational risk
by securely and reliably
delivering actionable
information to
applications on site,
in the data center,
and in the Cloud.**

Be part of the Stratus partner family – come and join us

Join our growing list of satisfied customers and partners. Stratus offers zero touch Edge Computing platforms that simplify, protect, and automate digitally transforming business-critical operations. For over four decades, we have protected our partners and customers from significant financial and reputational risk by securely and reliably delivering actionable information to applications on site, in the data center, and in the Cloud.

We extend these benefits to the Edge so System Integrators can create machines and solutions that maximize operational efficiency and improve performance and safety, while minimizing unplanned downtime and cost. Making your business more profitable and your customer's life easier and more productive.

At Stratus, our mission is SI success

We want you to be part of our family. Contact your nearest Stratus professional for more information or visit us at stratus.com



www.stratus.com

Specifications and descriptions are summary in nature and subject to change without notice.

Stratus and the Stratus Technologies logo are trademarks or registered trademarks of Stratus Technologies Bermuda Ltd. All other marks are the property of their respective owners. ©2021 Stratus Technologies Bermuda Ltd. All rights reserved. 210503