



## Get on Board with SteelEye Technology

SteelEye® Technology offers partners a consolidated platform to address the replication and disaster recovery needs of any application in your customer’s IT environment.

SteelEye enables partners the opportunity to quickly build their expertise in disaster recovery and bring their business continuity practice to market faster. By offering a single platform that provides replication and protection regardless of the application associated with the data, partners quickly build the technical capacity to address a wide range of continuity and disaster recovery configurations.

Vital company information comes in all forms, not just email. SteelEye leads the pack with the most comprehensive application level support available.

## Partnership Requirements and Benefits Matrix

A tiered program ensures the most opportunity to high producing partners while providing excellent coverage assistance for all participants. SteelEye program benefits are listed in three tiers based on commitment to SteelEye;

### Partnership Benefits

Sales Enablement	Premiere	Preferred	Registered
Access to Partner Portal	✓	✓	✗
Premiere partner listing on SteelEye website	✓	✗	✗
Partner Locator Listing	✓	✓	✗
Joint trade show participation	✓	✓	✗
Access to Opportunity Playbooks for sales development	Coming soon	Coming soon	Coming Soon
Business Enablement	Premiere	Preferred	Registered
Partner Welcome Kit	✓	✓	Online only
Joint Business Plan/ Sales Kick-off meeting	✓	✗	✗
Partner Profile Fact Sheet	✓	✗	✗
SteelEye Partnership PR Release	✓	✗	✗
SteelEye Presence on partner website	✓	✓	✓
Registration of Opportunities	✓	✓	✗
Lead Generation Participation	✓	✓	✗
Semi-Annual business review	✓	✗	✗
Customer Advisory Board Participation	✓	✗	✗
Technical Enablement	Premiere	Preferred	Registered
Access to Technical e-learning & Mfg certification	✓	✓	✓
Shadowing opportunities for technical enablement	✓	✓	✗
TSAnet	✓	✓	✓



SteelEye®  
**PARTNER  
PROGRAM**

## How to Become an Authorized SteelEye Partner

Register your company here to start the process: [www.steeleyepartnerportal.com](http://www.steeleyepartnerportal.com)

After reviewing your information we will contact you to set up a call or meeting with you depending on the level of partnership you are interested in. With a complete application submitted, you can expect to hear back from SteelEye within 24 to 48 hours.

SteelEye will set up a call or meeting with you to answer any questions you have about our partner program, discuss the partnering process, and potentially explore joint business activities.

Once agreement is made with your company, SteelEye will ask you to review and return an executed copy of our Partner Program Agreement. This agreement may include an addendum covering specific information related to your level of partnership and joint business activities.

Depending on your level of partnership you will either receive an email directing you to the SteelEye partner portal with instructions on how to get started or you will be contacted by SteelEye channel sales management to discuss next steps to launch your partnership with SteelEye Technology.

## SteelEye Partner Resources

The following resources are available to support SteelEye Partners:

### Sales Resources

If you need more information please don't hesitate to contact SteelEye Technology.

For pre-sales technical support please contact:

Toll Free North America 1-(866)318-0108

International +1 (650) 843-0655

Email: [support@steeleye.com](mailto:support@steeleye.com)

**For channel partner inquiries or to set up a new channel partner account with SteelEye please contact:**

### USA

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### EMEA

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**Replicate Any Data. Protect Any Application**



**SteelEye™**  
TECHNOLOGY INC  
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