



SCALITY

RELIABLE. SECURE. SUSTAINABLE.

Partner Program Empowering your business growth

In today's data-intensive world, your customers need storage that can protect critical data, power enterprise AI initiatives, and enable resilient cloud infrastructure. Scality helps you meet that demand with solutions built for modern workloads and a partner program designed to accelerate your success.

Capture opportunity across three high-growth markets



CYBER-RESILIENT DATA PROTECTION

Help customers defend against ransomware and recover with confidence. Scality delivers secure, cyber-resilient storage designed to protect backup data and ensure fast, reliable recovery when disruptions occur.



ENTERPRISE AI DATA INFRASTRUCTURE

AI success depends on reliable access to vast volumes of data. Scality enables partners to deliver scalable object storage for AI data lakes, RAG pipelines, and model development workflows — providing the security, performance, and cost predictability organizations need to move AI from experimentation to production.

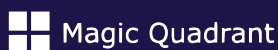


CLOUD-NATIVE AND S3 APPLICATION INFRASTRUCTURE

Enable modern applications with scalable S3-compatible object storage built for cloud-native workloads. Scality helps organizations run data-intensive applications with the durability, flexibility, and operational efficiency needed to scale.

**Proven at
enterprise scale**

Gartner®



8x Leader

Gartner® Magic Quadrant™ for
Distributed File Systems & Object Storage

**#1 for backup use
case**

Validated integration with the leading
backup applications

**12 exabytes
deployed worldwide**

Powering massive data environments
across enterprises and service
providers

**Leader &
Outperformer**

2024 GigaOm Radar for Enterprise
Object Storage

The value of partnership with Scality

Win more opportunities: Scality scales limitlessly from 50TB, so you can support customers at every stage and grow with their evolving needs.

Increase customer value: Bundle with any hardware vendor and integrate with 150+ application partners for fully integrated data protection, AI data infrastructure, and S3 applications.

Deliver sovereign, future-ready infrastructure: Keep customer data secure, sovereign, and under their control — with cloud-like flexibility and hybrid data mobility.

Get mileage from extensive enablement paths: Become Sales Certified or a Certified Architect to position ADI, RING and ARTESCA, then add ARTESCA Delivery and Support training to grow margin.

Partner program benefits

- ✓ Partner portal access
- ✓ Competitive partner discounts
- ✓ Deal registration and protection
- ✓ Partner incentive programs
- ✓ Co-brandable marketing campaigns
- ✓ Free access to trainings and certifications
- ✓ Dedicated account team – sales and pre-sales
- ✓ Dedicated marketing budget

Partner tiers

Scality's Partner Program offers three levels of partnership — Authorized, Select, and Elite — letting partners engage based on their commitment, expertise, and business goals.

AUTHORIZED

Organizations beginning their journey with Scality and exploring initial opportunities with ADI, RING and ARTESCA.

To join, sign a Partner Enrollment Agreement and register opportunities through the partner portal. Authorized partners benefit from deal registration protection and competitive discounts on approved opportunities.

SELECT

Partners showing stronger commitment through training and active pipeline development. Requires one Scality Certified Architect (SCA) and one Scality Sales Certification (SSC).

Typically regional storage or IT specialists, they earn higher discounts, partner directory visibility, and access to co-funded marketing.

ELITE

The highest engagement tier, with advanced certifications, strong pipeline, and close collaboration with Scality.

Typically national partners with deep object storage expertise, they receive top discounts, prioritized leads, co-funded marketing, and dedicated Scality support.

The Scality Cloud & Service Provider (SCSP) Program

Designed for partners delivering managed services, Backup-as-a-Service, and Storage-as-a-Service, the SCSP Program turns data storage into a recurring revenue stream. Flexible, consumption-based, multi-tenant licensing — with no overage penalties — lets you quote independently, align costs with monthly revenue, and grow margins as you scale.

Requirements

			
Signed Partner Enrollment Agreement and registered for Scality Partner Portal	Yes	Yes	Yes
Minimum # of Sales SSC-certified within last 2 years	0	1	3
Minimum # of SEs SCA-certified within last 2 years	0	1	3
Minimum # of ARTESCA delivery training certifications	0	0	1
RING or ARTESCA Sales training update per year	0	1	1
RING or ARTESCA SE training updates per year	0	1	2
Min # new business or expansion won deals (last 12 months)	0	3	5
Minimum booked revenue (last 12 months)	N/A	Ask channel rep	
Scality identified as vendor on partner's website	No	Yes	Yes
Executive sponsor and technical champion leading partnership	No	No	Yes
Annual sales and marketing plan with QBRs	No	No	Yes

Benefits

			
Deal registration & margin protection	Yes	Yes	Yes
Incentive programs	Yes	Yes	Yes
Sales tools & marketing-ready campaign kits	Yes	Yes	Yes
Logo on Scality's partner directory	No	Yes	Yes
On-demand webinars (Scality Level Ups, Scality University, etc.)	Yes	Yes	Yes
Co-funded initiatives	No	1 per year	2 per year
Qualified leads	No	No	Yes
Co-funded marketing initiatives	No	No	Yes

Join forces with Scality to unlock endless growth opportunities, deliver exceptional value to your customers, and establish yourself as a trusted leader in the evolving data storage landscape.

Contact us today at partners@scality.com to explore partnership possibilities and drive your business to new heights.

Visit partners.scality.com Email partners@scality.com