

# SGI® Channel Network Global Channel Program

Accelerating results for customers; accelerating margins for partners

SGI engages with select channel partners around the world to ensure customers have access to the broadest selection and highest quality solutions for their high-performance computing and data center needs. Successful SGI partners have expertise in one or more of the following technology areas: high performance computing, data center management, or storage solutions. They also deliver our differentiated solutions to industry leading customers across government, commercial, research and internet markets. If this sounds like your business, joining the SGI Channel Network may be your next great success.

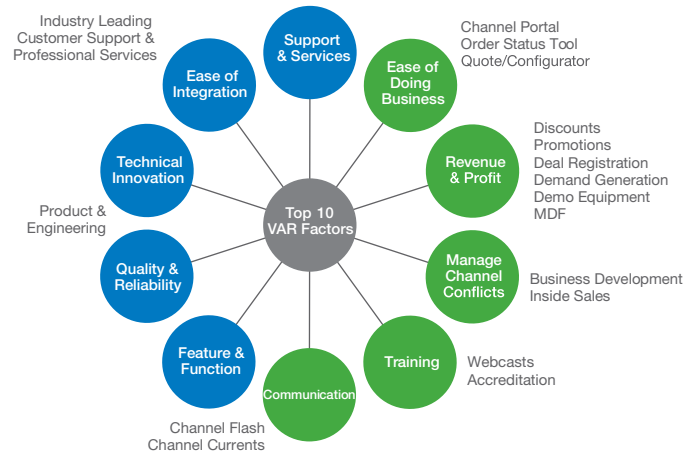
SGI understands that not all partners are created equal, which is why we have built a model that rewards both volume and value. Increasing your competency with SGI products yields shorter sales cycles and the opportunity to build your business faster which is why we offer a means to accelerate tier advancement based upon your completion of accreditation training.

With offices in 25 countries and global relationships, SGI is strategically positioned to foster channel business worldwide, from marketing to sales to service. Our no-nonsense policies and benefits stay consistent; whether you are in Boston or Beijing, Sydney or Sao Paulo. Whether you are looking to expand your business on a regional, nationwide, or global basis, together we can make it happen—the right way, the first time.

## Meeting the Needs of the Channel

SGI listens to the needs of the channel to ensure that our products, services, tools, pricing, resources and communication reflect the things that are most important to you.

## SGI Delivers the Top 10 Partner Requirements



The information on the outside of the diagram provides visibility to those areas of our program that support the partners' requirements

## IDEAL CHANNEL PARTNER REQUIREMENTS

SGI has a clear view of how channel partners can add to our success — and theirs. We can also profile our ideal channel candidate. If the following differentiators apply to your company and you're interested in being rewarded for them (see back panel), apply now at <http://channels.sgi.com>.

- Track-record providing exceptional solutions to leading customers
- Proven revenue growth and good credit
- Strong sales, technical and support teams
- Marketing, finance and administration resources
- Management strength in joint business planning
- Established business facility
- Superior and obvious industry, application, or product expertise
- Solid foundation of successful customer relationships
- Ability to independently integrate and sell solutions
- Capacity for investing in your success with SGI
- Strong desire and ability to grow your business with SGI



## Structure & Benefits

Structure	Authorized Partner	Platinum Partner
<b>Volume Partners</b>	Up to \$2M	Above \$2M + Dedicated SGI Sales & Technical Resources
	OR	OR
<b>Value Partners</b>	\$50K minimum revenue + Completed Level One Accreditation	Above \$750K Revenue + Completed Level One Accreditation
Benefits	Authorized Partner	Platinum Partner
<b>Marketing</b>		
<b>Branding as SGI Partner</b>	Authorized Partner	Platinum Partner
<b>SGI Logo &amp; Product Image Usage</b>	Yes	Yes
<b>Channel Communications Subscriptions</b>	Yes	Yes
<b>Joint Campaigns and Events</b>	Limited	Yes
<b>Market Development Funds</b>	Upon Approval	Yes
<b>Leverage SGI Demand Generation</b>	Yes	Yes
<b>Qualified Lead Distribution</b>	Value Partner Only	Yes
<b>Sales Enablement</b>		
<b>Access to SGI Channel Network Portal</b>	Yes	Yes
<b>Dedicated SGI Resource</b>	No	Yes
<b>SGI Inside Sales Support</b>	Yes	Yes
<b>Joint Account Planning &amp; Sales Engagement</b>	No	Yes
<b>Demonstration Program</b>	Yes	Yes
<b>Evaluation Program</b>	Limited	Yes
<b>Opportunity Registration</b>	Yes	Yes
<b>Inclusion on The SGI Partner Locator</b>	Yes	Yes
<b>Accreditation Training</b>	Yes	Yes
<b>Access to SGI Quote Configuration Tool</b>	Limited	Yes
<b>Access to Online SGI Order Status Tool</b>	Yes	Yes
<b>Product &amp; Technology</b>		
<b>Technically Innovative Product Suitel</b>	Yes	Yes
<b>Product Roadmap Updates</b>	Yes	Yes
<b>Competitive Information</b>	Yes	Yes
<b>Product Training</b>	Yes	Yes
<b>Support &amp; Services</b>		
<b>Pre-Sales Support</b>	Yes	Yes
<b>Service Reseller (Sell Services Point of Sale)</b>	Yes	Yes
<b>Service Manager (Renew Services)**</b>	No	By Invitation
<b>Service Provider (Delivery of Services)**</b>	No	By Invitation

\*\$ Values applicable in the US. Values may vary in other regions, contact your local SGI Channel Sales Manager for local program values.

\*\* Service Manager and Service Provider require agreement addendums.

