

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.

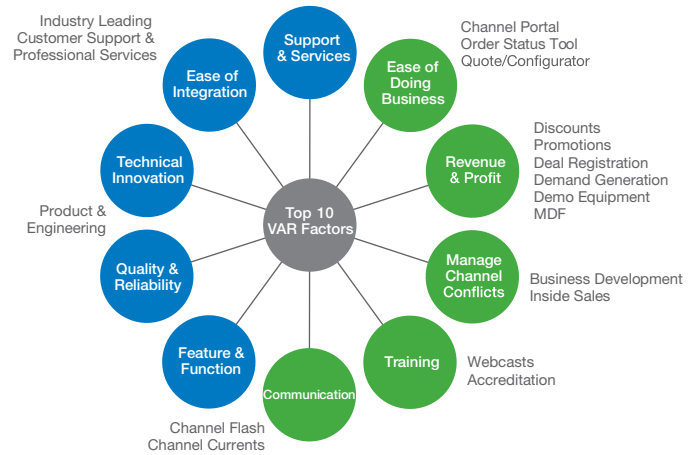
SGI understands that not all partners are created equal, which is why we have built a model that rewards both volume and value. Increasing your competency with SGI products yields shorter sales cycles and the opportunity to build your business faster which is why we offer a means to accelerate tier advancement 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
Volume Partners	*Up to \$3M Revenue	Above \$3M + Dedicated SGI Sales & Technical Resource
	OR	OR
Value Partners	\$250K minimum revenue + Completed Level One Accreditation	Above \$1M Revenue + Completed Level One Accreditation
Benefits	Authorized Partner	Platinum Partner
Marketing		
Branding as SGI Partner	Authorized Partner	Platinum Partner
SGI Logo & Product Image Usage	Yes	Yes
Channel Communications Subscriptions	Yes	Yes
Joint Campaigns and Events	Limited	Yes
Market Development Funds	Upon Approval	Yes
Leverage SGI Demand Generation	Yes	Yes
Qualified Lead Distribution	Value Partner Only	Yes
Sales Enablement		
Access to SGI Channel Network Portal	Yes	Yes
Dedicated SGI Resource	No	Yes
SGI Inside Sales Support	Yes	Yes
Joint Account Planning & Sales Engagement	No	Yes
Demonstration Program	Yes	Yes
Evaluation Program	Limited	Yes
Opportunity Registration	Yes	Yes
Inclusion on The SGI Partner Locator	Yes	Yes
Accreditation Training	Yes	Yes
Access to SGI Quote Configuration Tool	Limited	Yes
Access to Online SGI Order Status Tool	Yes	Yes
Product & Technology		
Technically Innovative Product Suite1	Yes	Yes
Product Roadmap Updates	Yes	Yes
Competitive Information	Yes	Yes
Product Training	Yes	Yes
Support & Services		
Pre-Sales Support	Yes	Yes
Service Reseller (Sell Services Point of Sale)	Yes	Yes
Service Manager (Renew Services)**	No	By Invitation
Service Provider (Delivery of Services)**	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.

