



**SanDisk®**



## **Enterprise Partner Program**

## Why become an HGST/SanDisk Enterprise Partner?

The opportunity for Enterprise Partners is here! Data storage continues to experience explosive growth. As a HGST/SanDisk Enterprise Partner, you will have the ability to capitalize on one of the fastest-growing markets and expand your business into new markets and drive greater profitability.

## Be Rewarded for your Investment

We make partnering with HGST/SanDisk profitable, productive and easy. Enterprise Partners may achieve two levels of distinction in our Enterprise Partner Program, Foundation and Elite.

Benefits for higher membership levels are reserved for companies with a higher level of revenue achievement, greater level of investment in HGST/SanDisk and have completed a mutually agreed upon business plan. At every level of the HGST/SanDisk program, we look for Enterprise Partners who are committed to our mutual success.

## What is expected of our Enterprise Partners?

Partner Model	Foundation	Elite
Annual revenue attainment	NA	2M+
System, Platform and Support	25%	35%
Registered Deal Add-On discount	15%	15%
Fixed Fee Professional Services Discount *No additional discount for Deal Registration	15%	15%
Demo Equipment Discount	40%	60%
Quarterly business reviews	Optional	Mandatory
Joint Account Planning and Engagement		Yes
Access to Marketing Development Funds	Request Based	Request Based
Accredited and Certified personnel	2 sales	4 sales
	2 technical	4 technical

## Demo Equipment Quantity Guide

Product Type	Quantity Limit	When product can be resold
Systems	3 Systems per Year	12 Months after purchase

- (3) HGST/ SanDisk Systems can be purchased a year, one every 6 months, with the option to resell that system after a 12 month period. Exceptions for resell sooner will be evaluated. Exception requests can be sent to EPP@hgst.com.
- Currently HGST/SanDisk Software, SSD's and HDD's are not included in the Demo Program. Please work with your HGST/SanDisk Partner Manager for requirements that involve this product set.

## Support & Warranty of Demo Equipment

HGST/SanDisk encourages the purchase of support with Systems. Support is transferable to the end user when the equipment is being resold. Warranty is a set duration of time and will not be reset when the equipment is resold. For more detailed information on HGST/SanDisk Warranty and Support offerings please visit <http://www.HGST.com/support>.

## Demo Equipment Request Procedure

- Partners are required to complete a Demo equipment request online at <http://www.hgst.com/partners>. Upon HGST/SanDisk's approval, the Partner will receive an email including a unique Demo Code that is needed for verification when placing the order.
- An indirect partner is required to provide the approved Demo identification number to their chosen HGST/SanDisk Authorized Distributor or HGST/ SanDisk Authorized Reseller in order to receive the demo discount on their purchase.

## How do you become an HGST/SanDisk Enterprise Partner?

1. Meet with an HGST/SanDisk Partner Manager to better understand the value that our products and solutions can bring to your organization.
2. Complete the online HGST/SanDisk Partner Portal registration.
3. Agreed to the online HGST/SanDisk Non-Disclosure on the first log into the Partner Portal.
4. Get trained! Familiarize yourself with the Partner Portal.
5. Ensure that your sales and technical teams visit the learning center on the HGST/SANDISK Partner Portal.
6. Work with your HGST/SanDisk Partner Manager and Partner Marketing Manager to develop your business sales goals and marketing plan.
7. Contact [epp@hgst.com](mailto:epp@hgst.com) with questions or for more information.

## The HGST/SanDisk Product Portfolio

HGST/SanDisk is a new type of storage company for a new world where ever-increasing amounts of content are being generated from cloud services, Internet content providers, social networks, mobile devices, Big Data and enterprise business transactions. Our product portfolio ranges from SSD's, Software to Full Systems. Visit [www.hgst.com](http://www.hgst.com) for more information on our products and solutions.

We offer extensive training to give our Enterprise Partners the tools they need to be successful when selling our world class technology. Enterprise Partners must be committed to driving revenue and training their sales teams to achieve higher levels and more benefits in our program.

## HGST/SanDisk Enterprise Partner Program Benefits at a Glance

The benefits of the HGST/SanDisk Enterprise Partner Program are tailored for each membership level. The table below outlines the specific program benefits for Partner, Premier and Elite levels.

	Foundation	Elite
<b>Sales</b>		
Access to Enterprise Partner Portal	Yes	Yes
Access to accreditation, training and certification	Yes	Yes
Demo equipment discount	40%	60%
Designated Partner Manager, joint account planning and engagement	Yes	Yes
<b>Marketing</b>		
HGST/SanDisk logo usage and co-branding	Yes	Yes
Access to Marketing Development Funds	Yes Request Based	Yes Request Based
Designated Marketing Resources	Yes	Yes

### Contact Information

Partner Portal: <http://www.hgst.com/partners>  
EPP Email: [epp@hgst.com](mailto:epp@hgst.com)  
Support Portal: [www.hgst.com/support](http://www.hgst.com/support)  
Technical Support Email: [support@hgst.com](mailto:support@hgst.com)  
Toll Free (within U.S) 1-844-717-7766  
+1-408-717-7766 Outside of U.S.

### Become a HGST/SanDisk Enterprise Partner Today

There has never been a better time to become a HGST/SANDISK Enterprise Partner. To learn more, visit [partner.hgst.com](http://partner.hgst.com) and contact [epp@hgst.com](mailto:epp@hgst.com) or call (408) 717-7601.

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