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Select Partner Program >

## Rorke Data Select Partner Program

Rorke Data knows that partners are the key to our success. Our Select Partner Program is designed to offer the programs, tools, support and margins that you need to profitably address the needs of your customers.

### Why Partner with Rorke Data?

Your challenge is to find solutions that will manage your customers' increasing storage requirements with fewer budgetary dollars at their disposal. And you have to do so knowing that customers still want reliable, high-performance products and world-class service, but not at a high price point.

A partnership with Rorke Data can help you meet the challenge and make a nice profit as well.

With over 10,000 installations worldwide, Rorke Data understands customers' data storage needs, whether it be RAID, SAN, Archive, or NAS. From direct-attached applications—all the way to a storage cloud—our Galaxy® line of high-performance, energy-efficient, scalable products offers the features, quality, post-sales service, support, and value that customers need for their data storage environment. Galaxy systems are in use worldwide in organizations ranging in size from small and medium businesses to large diverse organizations such as Google, HBO, GE Healthcare, Honeywell, National Geographic and even the White House.

We believe in the channel and protecting partners who create opportunities. Contact us today at [partners@rorke.com](mailto:partners@rorke.com) to learn more about becoming a Rorke Data Select Partner.



## Rorke Data Partner Levels

**Authorized Reseller** – This is the entry-level tier in Rorke Data’s Select Partner Program. Authorized Resellers benefit from deal registration, comprehensive free training, sales promotions and world class support.

**Premier Reseller** – For resellers willing to invest in Rorke Data, we want to make sure we invest more in your success. In addition to the benefits of being an Authorized Reseller, Premier Resellers gain additional benefits such as market development funds and deeper discounts on demo equipment.

The table below summarizes the differences between partner levels.

Benefit	Authorized Reseller	Premier Reseller
Deal Registration	X	X
Discount on Demo Hardware	X	X
MDF and Co-op Funds		X
Access to Leasing Program	X	X
Free Web-based Sales Training	X	X
Rorke Provided Leads		X
Joint Marketing Campaigns		X
9x5 Phone Support	X	X
Co-Branded Marketing Kits		X
Dedicated Account Manager		X
Online Partner Portal	X	X
Enhanced Discount on Demo HW		X
Partner Advisory Council Eligibility		X
Customer Loyalty Programs		X
Partner Webcasts	X	X
Virtual Access to Rorke Demo Lab		X

## How to Qualify

To participate in Rorke Data’s Select Partner Program, prospective value-added reseller partners must meet the following qualifications:

- The VAR must have a qualified, outbound sales team that can sell on value
- Previous experience selling data storage systems or other complementary products
- Solid financial position
- Premier Resellers must commit to an annual Rorke Data sales volume of \$200,000 and have at least one named sales and technical resource dedicated to Rorke Data solutions

## How to Apply

If you are interested in becoming part of the Rorke Data Select Partner Program or want additional information, please complete a short online form at [www.rorke.com](http://www.rorke.com), or e-mail us at [partners@rorke.com](mailto:partners@rorke.com).