

YOUR DATA, YOUR WAY.

CHANNEL PARTNER PROGRAM



Seize Your Share of the Booming Hybrid Storage Market

"Our partners are not a channel. They are our go-to-market."

- Martin Man, Global Channel Manager, Tiger Technology

AT A GLANCE

20+

Years of file data expertise

11,000+

Enterprise customers worldwide

100PB+

Data under management

BOOST YOUR HYBRID CLOUD OFFERING

Storage Cost Saving

AI & Cloud Processing

Capacity Extension

Global File Sharing

Disaster Recovery

Data Sovereignty

"Tiger Technology have been a trusted supplier for 20 years. Best support team in the industry."

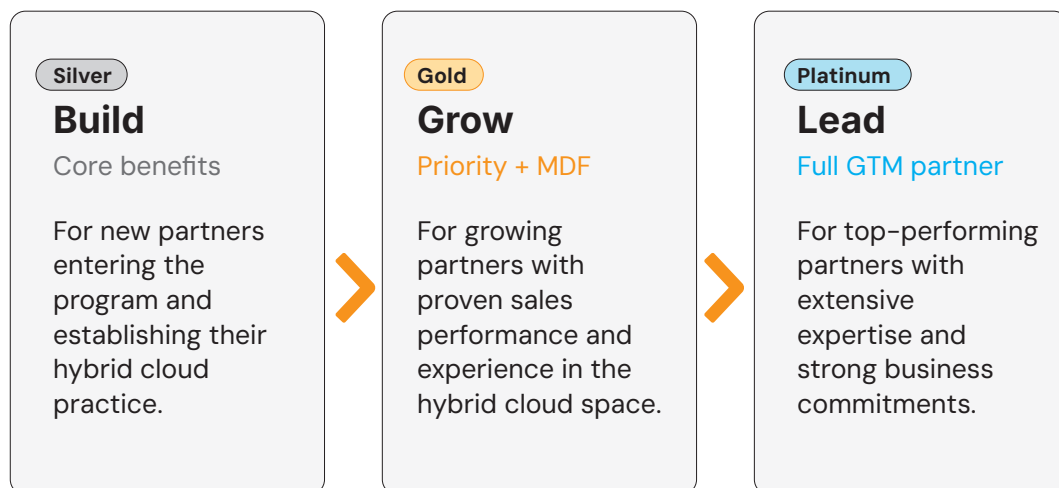
- Keith Warburton, CEO – Global Distribution

Your Sales Opportunity

The global hybrid storage market is set to hit \$29.3 billion by 2030, fueled by AI and hybrid cloud adoption. Organizations across every industry are facing new data and infrastructure challenges – creating a massive opportunity for partners ready to lead the transformation.

A Partnership Built on a Simple Journey

Tiger Technology is partner-first by design. We build practices with our partners, not just pipeline. Start anywhere. Grow at your own pace.



What This Means for Your Business

Recurring Revenue

Every customer is a renewal stream, not a one-time sale. Build a predictable annual income on your Tiger portfolio.

Deal Protection

Register your opportunity. It's protected. We don't compete with our partners.

Full Enablement

Training, pre-sales support, MDF funding, and dedicated channel management scale with your tier.

Market Reach

Co-sell on AWS and Azure Marketplace. Co-branded campaigns and joint events as you grow.

Comprehensive Benefits Summary

Benefit	Silver	Gold	Platinum
SALES & PRE-SALES ENABLEMENT			
Deal Registration	✓	✓	✓
Sales & Pre-Sales Training	✓	✓	✓
Dedicated Channel Manager	—	✓	✓
Quarterly Business Reviews	—	✓	✓
NFR / Demo Licenses	✓	✓	✓
Pre-Sales Technical Assistance	—	✓	✓
SPIF Eligibility	—	✓	✓
New Logo Bonus	✓	✓	✓
Back-End Rebates	—	—	✓
MARKETING			
Partner Content Hub	✓	✓	✓
Marketing Kits & Templates	✓	✓	✓
Tiger Technology Logo Usage	✓	✓	✓
Annual MDF Budget	—	✓	✓
Case Study Support	—	✓	✓
TECHNICAL SUPPORT			
Support Access Level	Tier 2	Tier 1	Priority

**Ready to
accelerate
your business
growth?**

Join the Tiger Technology Channel Partner Program and start maximizing the value of your partnership today. To get started, contact your regional Channel Manager or apply directly:

partners@tiger-technology.com · www.tiger-technology.com/channel-partners/

About Tiger Technology

Tiger Technology helps enterprises manage and protect their critical data for cost-savings, global collaboration, compliance, and insights. Its unique on-premises-first hybrid cloud approach enables scalable cloud access without compromising daily performance.

Trusted by global clients in healthcare, finance, media, and more, Tiger Technology partners with technology vendors such as Microsoft Azure, AWS, Fuji, Milestone, and more to deliver results throughout the entire data lifecycle.