

Nominee: Pivot3

Nomination title: Pivot3's Global Channel Partner Program Expansion

Pivot3 Overview

Pivot3 improves the simplicity and economics of the enterprise datacenter with next-generation hyperconvergence, and has had a presence in EMEA since 2010.

Key Project: Channel Partner Program Expansion

In August 2017, Pivot3 announced its expanded Global Partner Program to support partners in addressing the exploding hyperconverged infrastructure (HCI) market. The new program includes a wide range of resources and benefits designed to help partners of all sizes differentiate and profit as they bring Pivot3's HCI to customers. The program has expanded into two partner tiers, Premier and Associate. Partners can enhance profits with the Service Delivery designation upon completion of the Pivot3 Certified Service Delivery Professional certification. Partners are now able to provide feedback and participate in pilot programs as well with Pivot3's formalized Partner Advisory Board.

With the new Global Partner program, partners of all sizes can now compete on a level playing field. Some of the key elements to the program include:

- A refined compensation structure to guarantee prices and discounts as soon as a deal is registered and incentivize deal registrations earlier within the sales process;
- Post-sale service delivery, allowing partners the option of providing installation and ongoing professional services;
- Proposal-based market development funds, allowing greater flexibility, customization and funding for partners both large and small who can demonstrate a strong return on investment with a Go to Market plan;
- New co-marketing benefits, including content syndication, a marketing platform with social media support, lead passing and quarterly campaign planning assets.

Key Project: Acuity HCI Platform

In April 2017, Pivot3 launched its newest product Acuity Hyperconverged Software Platform. Acuity's advanced Quality of Service (QoS) enables businesses to meet application SLAs with easy-

to-manage policies that provision performance, prioritize workloads and manage data protection. With the ability to automate and schedule granular QoS settings, organizations can confidently consolidate multiple, mixed application workloads, ensuring the most critical ones get guaranteed, predictable performance. Pivot3 QoS was designed to provision and prioritize performance to each application with pre-defined policies that are assigned at volume creation. Each policy defines the minimum IOPS, throughput and response time for each workload, eliminating the need to configure the entire solution for peak performance of one workload. No matter what's happening in the system, each application gets its assigned level of performance. Further, policies can be changed on-the-fly for immediate results. While other HCI systems might have QoS, they have no way to prioritize performance based application importance and business value of the data.

Acuity is important to channel partners because it is designed to support a broader range of workloads on a single platform, which means partners can sell deeper into their customer base and do so with a very compelling, industry-first value proposition. The maturity of the policy-based QoS engine, the multi-tiered architecture and NVMe datapath means faster, guaranteed performance, higher densities, and greater efficiencies, all with less hardware. This translates to impressive economic advantages for both channel partners and end users.

Partner Endorsements

“Pivot3’s new program adds levels of consistency and focus to our relationship and helps BlueRange Technology sell deeper into our customer base. The sales training, technical certifications and the direct access to Pivot3’s marketing engine allows BlueRange Technology to deliver co-branded solution collateral and engaging content that helps solidify our presence in the market and drive joint HCI opportunities.”

Matt Darlington, Sr. Director of Solutions and Services, BlueRange Technology

“Pivot3 is an ideal foundation for a managed service provider, and it allows us to grow our cloud services business with fewer people and overall lower costs. Plus, with its easy building-block design, it’s easy to expand with Pivot3. We just add, plug and play. It makes us and our customers very happy.”

Ole Michael Nielsen, founder and CTO, Bone Consult

Vendor and Industry Accreditations

In August 2016, Pivot3 was named a leader in The Forrester Wave™: Hyperconverged Infrastructure (HCI), Q3 2016. Pivot3 received the highest scores possible for high availability and data protection, manageability and ease of operations, and client feedback on support quality.

In October 2016, Pivot3 was named a Visionary in the October 2016 Gartner Magic Quadrant for Integrated Systems for ability to execute and completeness of vision.

Pivot3 is certified on Lenovo, Dell and VMware Horizon Cloud Service. Pivot3 has also completed the Common Criteria certification process, a key vendor requirement for government and private sector customers around the world.

Why nominee should win

- As the HCI industry grows and evolves, Pivot3 has emerged as a leader with its breakthrough performance, speed and simplicity.
- Pivot3's leadership was recognized by The Forrester Wave™: Hyperconverged Infrastructure (HCI), Q3 2016 report, and Pivot3 was named a Visionary in the October 2016 Gartner Magic Quadrant for Integrated Systems.
- Pivot3's Acuity HCI platform provides six times the overall performance, two-to-three times VDI user density per node and 62 percent faster response times compared to similarly-configured HCI systems.
- Customers, channel partners and technology partners alike recognize Pivot3's ability to provide true business value through its superior HCI technology.