

A background image of a server room with rows of server racks. The lighting is dramatic, with blue and orange tones, and a perspective that creates a sense of depth and movement.

MODEL9 MAINFRAME CLOUD-READY PARTNER PROGRAM

INTRODUCTION

Mainframe modernization and data migration are pressing challenges for IT organizations and a major opportunity for vendors and services providers.

Model9's patented data migration and management technologies are a game changer. Our technology has been enthusiastically embraced by mainframe customers anxious to adopt cloud for their mainframe data management, to better leverage key mainframe data, and reduce or eliminate expensive legacy storage costs.

The Model9 Mainframe Cloud Ready Partner Program has been established for top tier technology and channel business partners: public cloud providers, object storage platforms, data analytics vendors, VARs and System Integrators interested in working with our technology to meet this market challenge. The program is designed to support mainframe data management and data transformation in private, hybrid, and multi cloud deployment models by providing partners with relevant tools, support, and more.

WHY PARTNER WITH MODEL9?

Through the program, partners can integrate and deliver services and solutions that offer global-2000 enterprises what they cannot do today: the ability to unlock their mainframe data to private and public cloud applications and leverage cloud efficiency and economics. The program provides an easy path to delivering a solution for moving mainframe data to the cloud and making that data complementary to modern open management solutions and practices, particularly by connecting mainframe with object storage, on prem or in the cloud.

Above all, the program is intended to be an easy and seamless complement to your own solution to help ensure that your organization becomes part of your customer's cloud strategy. This is especially important with incumbents acting aggressively to protect and maintain market share, making the additive strength of partnering with Model9 even more critical.

KEY PROGRAM ELEMENTS

Products and services integration -- ensuring that the end-to-end solution functionality and delivery are simple, comprehensive and reliable.

BUSINESS DEVELOPMENT

Partnering with Model9 provides sales enablement benefits such as:

- Channel-ready and channel-friendly with deal registration and end-user partner discount and margin protection
- Differentiation – Model9 provides a unique avenue for moving mainframe data to the cloud
- Up-sell opportunities related to migration, storage, or cloud
- Service opportunities related to migration
- Become strategic to customers as they pursue their modernization goals
- Shared presentation material
- Joint customer case studies
- Training

Advanced integration tasks may also include:

- Deployment support and training
- Marketplace assessment
- API/UX integration

Model9 is rapidly expanding the partner program with Competencies, Discounts, Rebates, Rewards and Marketing opportunities for margin and profit.

"With analysts predicting a sharp increase in cloud adoption among mainframe organizations, particularly with regard to storage, now is the time to seize the opportunity to help transition mainframe data to the cloud."

FOR MORE INFORMATION ON MODEL9 AND OUR PARTNERING OPPORTUNITIES, VISIT [MODEL9.IO](https://model9.io)