



SKY'S THE LIMIT!

Welcome to fiscal 2017 and the Year of the Rooster – 10th sign of the Chinese zodiac!

Roosters are very confident about themselves and we're equally positive you'll be dazzled by the Panasas enhancement of our Accelerate Partner Program entitled **SKY'S THE LIMIT!** A business opportunity across all partner tiers, it's really simple and extremely lucrative.

All incremental net new partner bookings generated in 2017 will qualify for our 5% new account rebate. No more minimum entry threshold of 3 deals or \$300K – no cap either. We removed them both!

The only qualification criteria are that you operate within our existing program registration scheme guidelines for new accounts and initial discounts on the new deal(s) are within Panasas Accelerate program parameters as described in our program document. That's it.

This rebate is additive to our tiered volume rebates and is designed to further improve your margin enhancement opportunities as you double-down on Panasas.

So absolutely **SKY'S THE LIMIT!** 2017 is the time for making money with Panasas! To further assist your 2017 selling we have a comprehensive array of sales tools available in our armory to support all our valued partners success in all Panasas deals – and earn rich rewards for their endeavors along the way.

3 WORKFLOW BUNDLES

to attract new customer consideration will continue to be valid for all quotes until March 31st 2017:

- 1) 66TB Starter Bundle for \$35,000.00
- 2) 157TB Performance Bundle for \$75,000.00
- 3) 395TB Density Bundle for \$115,000.00

AGGRESSIVE 2017 TRADE UP OFFER

to enable customers and new prospects trade legacy scale-out NAS products for next-gen high performance Panasas hybrid scale-out solutions – including Panasas customers running non-flash based ActiveStor® platforms. This will run throughout 2017

ACTIVESTOR 20

our latest performance platform running PanFS® – with state-of-the-art 10TB HGST helium-filled drives, our largest on-board flash drives to date and powered by DirectFlow® for Linux and Mac, as well as SMB, CIFS and NFS drivers

- **UP TO 2% VOLUME REBATES** for every \$1m of bookings – uncapped – with incentives starting at \$500k of bookings
- **INDUSTRY LEADING MARGINS** with deal registration fidelity as our corporate standard
- **WORLD CLASS SALES TOOLS** that are easy to use to optimize your sales motion. Available at www.panasas.com/partners or via your account executive.

SKY'S THE LIMIT! Now is the time for making money with Panasas!

Let's make the leap together and feel the wind rushing past our face as we accelerate our mutual momentum. And plenty for us both to crow about as we jointly capitalize on the burgeoning performance Scale-out NAS marketplace.

We trust you are game for a blow-out year— we are!

Good hunting and thank you for your support.

Terms and Conditions

- Panasas Accelerate 2017 Program, Workflow Bundles and Trade Up Program terms apply.
- Rebates are subject to the discretion of Panasas Sales Management operating under the auspices of the Panasas Accelerate 2017 Program.