



Data Sheet

## Systems Integrator Partner Program

The Hortonworks Systems Integrator Partner Program provides was created to train, certify and enable a broad ecosystem of systems integrators to deliver expert Apache Hadoop consulting and integration services. When combined with the domain and implementation expertise of our partners, the result is a vibrant ecosystem of service providers that expedite the implementation of high-value big data solutions for enterprises around the globe.

Enabling a partner ecosystem is the cornerstone of the Hortonworks' business strategy. Our program consists on three levels, designed to accommodate the technical and go-to-market needs of boutique, regional and global systems integrators.

Program Benefits		Hortonworks Systems Integrator Partner	Hortonworks Premier Systems Integrator Partner	Hortonworks Global Systems Integrator Partner
Technical Enablement	Hortonworks Training Seats Included	0	5 Seats to Public Training Courses (Certification Tests Included)	4 On-Site Training Courses (Certification Tests Included)
	Discounts on Additional Training	15%	20%	25%
	One-Day Architecture Review Session (Phone or at Hortonworks Facility)	No	No	Yes
	Quarterly Product Roadmap Updates	Yes	Yes	Yes
	Enrollment in Hortonworks Technology Preview Program	Yes	Yes	Yes
	Access to Technical Forums	Yes	Yes	Yes
Joint Marketing	Press Release Support	Support Partner Release	Joint Press Release	Joint Press Release
	Right to Use Hortonworks Trademarks	Yes	Yes	Yes
	Participation in Hortonworks Joint Marketing Events	Yes	Yes	Yes
Referral Bonus	Support Subscription Referral Bonus	20%	20%	20%

### About Hortonworks

Hortonworks is accelerating the adoption of Apache Hadoop by bridging the technology and knowledge gaps that exist today. We are driving much of the design and development of both the current and future generations of Apache Hadoop and leveraging our development expertise to provide unmatched expert technical support, training and certification programs for enterprises, systems integrators and ISVs.