

Partnerworks

Partner Program



Partner Program Brief



“Our partners have been instrumental to our success and we are taking our commitment to our ecosystem to the next level. Partnerworks is a world class program that opens doors for the industry at large to innovate with Hortonworks technology.”

--Rob Bearden
CEO
Hortonworks

Partnerworks is a world-class partner program for partners to align and gain support with our technology experts and go-to-market resources. Partnerworks offers partners new and more extensive trainings, deep technical and go-to-market resources to accelerate the ecosystem and provide best in class solutions for customers.

Partners play a critical role in our joint customer success and therefore Hortonworks invests in our partner program to help differentiate your business and help increase your profitability.

For partners that want to integrate, consult, sell or deploy, we have tailored programs to help meet your business objectives through tiered models based on the benefits you need. Depending on your business model, your company may participate in multiple programs.

Partnerworks Programs

ISV/IHV

The ISV/IHV program enables independent software or hardware vendors to develop, test, certify, deploy and support your solution with Hortonworks products.

Consultant

The Consultant program is for consultants or integrators that offer design and/or deployment services with our Connected Data Platforms – Data in motion or data at rest.

Reseller

This program is focused on boutique, regional and global partners that resell Hortonworks fulfilled support subscriptions, backed by Hortonworks expert support team.

Program Benefits and Levels

Our tiered framework affords greater benefits to partners that make increased commitment to Hortonworks.

Community

The entry point to the ISV/IHV and Consultant programs is the no-fee Community level in which partners begin their path with Hortonworks. ISV/IHV partners work toward product integration certification and Consultant partners work toward individual knowledge and skills through enablement training and certifications.

Silver and Gold

Silver and Gold levels are fee-based programs for partners that are committed to learning and obtaining Hortonworks certifications, accreditations and industry vertical specializations. Additional training courses and access to technical support cases is offered as partners move up higher in the levels as shown below.

Platinum

In addition to the benefits offered to Community, Silver and Gold levels, Platinum partners have named relationship resources to support your success with Hortonworks. This level is invitation-only, aimed at global partners that commit significantly to Hortonworks, meeting specific sales, certification and specialization goals. Platinum partners have global sales teams and meet revenue, certification and accreditation goals.

Benefits	ISV/IHV			Consultant				Reseller	
	Community	Gold	Platinum	Community	Silver	Gold	Platinum	Gold	Platinum
Relationship Manager		●	Named			●	Named	●	Named
Industry Certifications		●	●		●	●	●		
Partner Portal	●	●	●	●	●	●	●	●	●
Marketing Support		●	●			●	●	●	●
Joint Marketing			●				●		●
Partner Developer Support Cases		10	Per Plan		2	5	10	1	2
Partner Training	●	●	●	●	●	●	●	●	●
Architecture & Developmt Technical Support		●	●		●	●	●	●	●

Why Join Hortonworks Partnerworks

- Access and align with the best open-source technology experts to accelerate your business
- Partnerworks helps create opportunity for all partner types and at all levels with a tiered set of programs
- Customers benefit from a strong and growing partner ecosystem that provides choice and value

Hortonworks.

Hortonworks is a leading commercial vendor of Apache Hadoop, the open source platform for storing, managing and analyzing Big Data. Hortonworks Data Platform, our distribution of Apache Hadoop, provides an open and stable foundation for enterprises and a growing ecosystem to build and deploy Big Data solutions.

To signup to become a partner, visit www.Hortonworks.com/partners/

Hortonworks
www.hortonworks.com
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