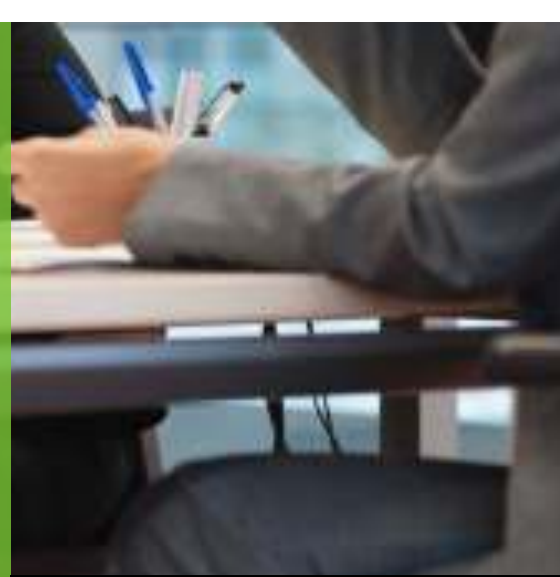




# Partnerworks

## ISV/IHV 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 extensive trainings, deep technical and go-to-market resources to accelerate the ecosystem and provide best in class solutions for customers.

The ISV/IHV program, one of three programs within Partnerworks, enables independent software and hardware vendors to develop, test, certify, deploy and support joint solutions with Hortonworks products.

The program is designed in three tiers offering increasing benefits and greater Hortonworks commitment to ISV/IHV partners as they increase their commitment with Hortonworks.

### Benefits Overview

#### Product Certification

We test and certify your solutions interoperate with ours to simplify big data planning for customers.

#### Technical Support

Hortonworks open-source experts provide support, product briefings and architecture guidance.

#### Training

Online self paced training for sales and technical enablement and instructor-led courses with labs are available to partners.

#### Marketing

Market with Hortonworks to generate demand through joint collateral, whitepapers, webinars, seminars and shows.

# Program Benefits and Levels

## Community

The entry point to the ISV/IHV program is the no-fee Community partner level in which partners begin their path to obtaining HDP integration certification. The Community partner level provides access to monthly communications newsletters from Hortonworks and access to base level content in the Partner Portal. Access to the Learning Management System and our Self Paced Learning base courses help start your team’s learning about Hortonworks solutions. Sales and architecture accreditations are available to the Community partner level.

## Gold

The Gold partner level is fee based, and offers significant benefits over Community level. In addition to Community partner level benefits, Gold level partners access Hortonworks resources to support marketing activities such as joint solution sheets, blogs, webinars and presence on the Hortonworks partner pages for visibility with prospects. Gold level partners participate in the Industry Certified Program, enabling prospects to find partner solutions based on vertical market specialties. Gold level partners enjoy access to the technical teams for product roadmap briefings, architecture guidance and can log support cases for integration questions for your internal systems. Product integration certification is required at this level.

<i>Benefits</i>	Community	Gold	Platinum
Relationship Manager			Named
Industry Certifications			
Partner Portal			
Marketing Support			
Joint Marketing			
Partner Developer Support Cases		10	Per Plan
Partner Training			
Architecture & Developmt Technical Support			

## Platinum

Platinum partner level is the highest level of fee-based partnership for those that commit significantly to partnering activities with Hortonworks, meeting specific proactive sales, technology certification and industry specializations as well as meeting individual enablement and accreditation goals. Hortonworks invests in partners with dedicated, named resources, go-to-market planning, technical and marketing support. This level is an invitation-only program.

## Why Join Partnerworks ISV/IHV Program

- Access and align with the best open-source technology experts to accelerate your business
- Certify your product with Hortonworks products to provide assurance to prospective customers
- Easy to join at the no-fee Community level and advance as it fits your business

## 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/](http://www.Hortonworks.com/partners/)

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