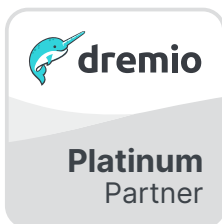


The Dremio Partner Network Program

The Dremio Partner Network program has been designed with you in mind. Your success is our success and we truly value your time and investment. Really. We know you have a lot going on, and we've done our best to keep things simple. From education and training, to marketing and post-sales support, we do all we can to empower you, help you differentiate in the market and grow your business. We're also here for you through the entire sales process.

Your customers are looking for choices and we help you meet them where they are, with the right tools for the job. This increases your strategic value and helps you profitably grow. And, speaking of profits, we'll provide you with incentives and predictable benefits that are easy to take advantage of. We strive to present you with real opportunities to build your business.

Partnership Levels



Our premier partnership level.



Our intermediate partnership level.



Our entry partnership level.

| | | Authorized | Gold | Platinum |
|--------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------|----------|
| A Return for Your Investment | | | | |
| Discounts | Your time and commitment are valuable to us. In return, we provide you with significant discounts to differentiate and compete. | ● | ● | ● |
| Sales Incentives | We will provide you with opportunities to go above and beyond – and we'll show you the money. | | ● | ● |
| Help to Build Your Business | | | | |
| Deal Registration | Register your opportunities with us and receive additional discounts and support to close your deals. | ● | ● | ● |
| Joint Marketing Funds | To help build your pipeline, you have an opportunity to access marketing funds for events, custom content, social media – and more. | | ● | ● |
| Joint Lead Generation Campaigns | Looking for a custom campaign? We will work directly with you to create joint lead generation campaigns based on your unique value-prop and target audience. | | ● | ● |
| Dedicated Partner Account Manager | You are not alone. Your dedicated partner account manager is available to help you through the entire sales cycle. | | ● | ● |
| Dedicated Partner Marketing Support | Wish you had more marketing help on staff? We are here to help you with your strategy, messaging and lead-generation campaigns. | | | ● |
| Open Lines of Communication | | | | |
| Partner Communications | We will keep you up to date on information that is important and relevant to the growth of your business. | ● | ● | ● |
| Personal Support and Training | | | | |
| Technical Support | The lights are on and we are always home. Dremio experts are available and easily accessible to answer your technical questions. | ● | ● | ● |
| Education and Training | We want you to be successful and we provide you with all of the information and training you need to get started. We strive to bring you up to speed as quickly and efficiently as possible. | ● | ● | ● |
| Business Planning | Let's design a growth plan for the future. We'll work on this together and include joint sales goals and timelines. | | ● | ● |

ABOUT DREMIO

Dremio is a SQL Lakehouse Platform company enabling organizations to leverage open data architectures. Dremio's SQL Lakehouse Platform simplifies data engineering and eliminates the need to copy and move data to proprietary data warehouses or create cubes, aggregation tables and BI extracts, providing flexibility and control for data architects and data engineers, and self-service for data consumers. Dremio Cloud, a frictionless, infinitely scalable service, enables high performance SQL workloads directly on cloud storage, eliminating the cost and complexity of copying and moving data. Dremio Cloud reimagines the traditional data lake by combining the best of traditional data warehouses and data lakes into a SQL lakehouse, while removing the limitations of traditional data warehouses resulting from closed data architectures.