

OPEN
Compute Project
SOLUTION PROVIDER®



OPEN
Compute Project
COLO SOLUTION PROVIDER

Collateral

- Co-produce and publish product announcements
- Co-produce and publish blog posts
- Co-produce and publish customer testimonials
- Co-produce and publish SP profile and testimonial
- Co-produce and publish educational videos
- Co-produce and publish thought leadership articles
- Co-produce and publish white papers
- Access to OCP awareness presentation material for your sales teams
- Social media posts

OCP Solution Provider BENEFITS

OCP Website Presence

- Promotion in the Solution Provider (SP) directory
- Ability to list your solutions and/or facilities on the OCP Marketplace driving awareness, potential sales leads and overall demand generation
- Access to OCP Marketplace web analytics for your solutions and/or facilities

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Partner Business Planning

- Participate in quarterly business strategy reviews with OCP staff, gaining insight into OCP adoption trends, access to potential markets and branding opportunities across the Community
- OCP sales awareness and upskilling sessions on the value of OCP and positioning statements across target industries
- Pre-sales assistance with potential end users

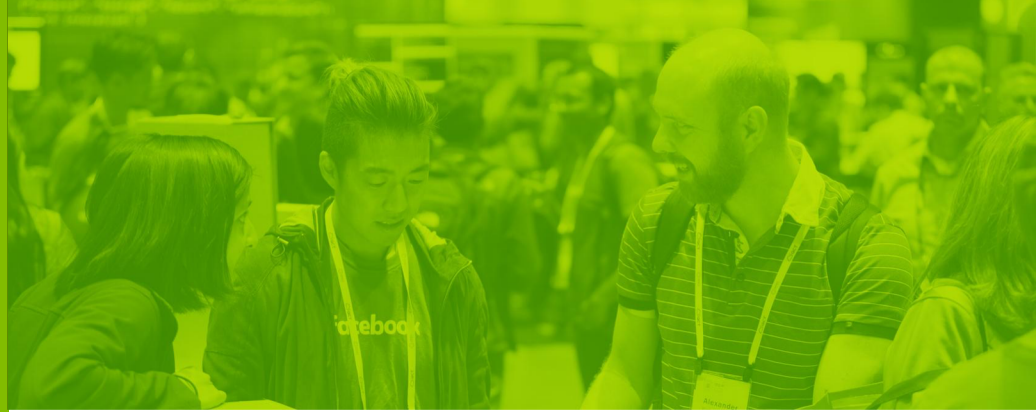
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Events

- Co-branded partner-led in-person events
- Co-branded webinars
- Use of virtual event tools in support of co-marketing events
- Opportunity to speak and demonstrate your solutions and/or facilities at OCP summits and events (according to event guidelines)

Influencer Relationships

- Program branding with the use of the Solution Provider logo
- Promoted as a member of the SP program at industry events where OCP participates
- Press releases related to customer wins, new solutions, etc. to a worldwide network of publications and analysts
- Access to OCP social media channels and Community mailing lists for SP relevant solutions and/or facilities announcements
- Ability to connect with others in the OCP Community to help accelerate sales pipeline, explore potential business partnerships as well as drive awareness for your solutions and/or facilities
- Participation in the OCP Experience Center at OCP Summits

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How to become an OCP Solution Provider or OCP Colo Solution Provider

1. Solution Providers would complete a simple checklist that allows your organization to acknowledge technical, sales and support capabilities for OCP recognized products (OCP Accepted™ and/or OCP Inspired™). Colo Solution Providers would complete a site assessment and achieve OCP Ready™ status for the facility.
2. Review and sign the relevant Solution Provider or Colo Solution Provider Agreements.

Annual Fee for Solution Provider and Colo Solution Provider Programs - \$4,000 USD