

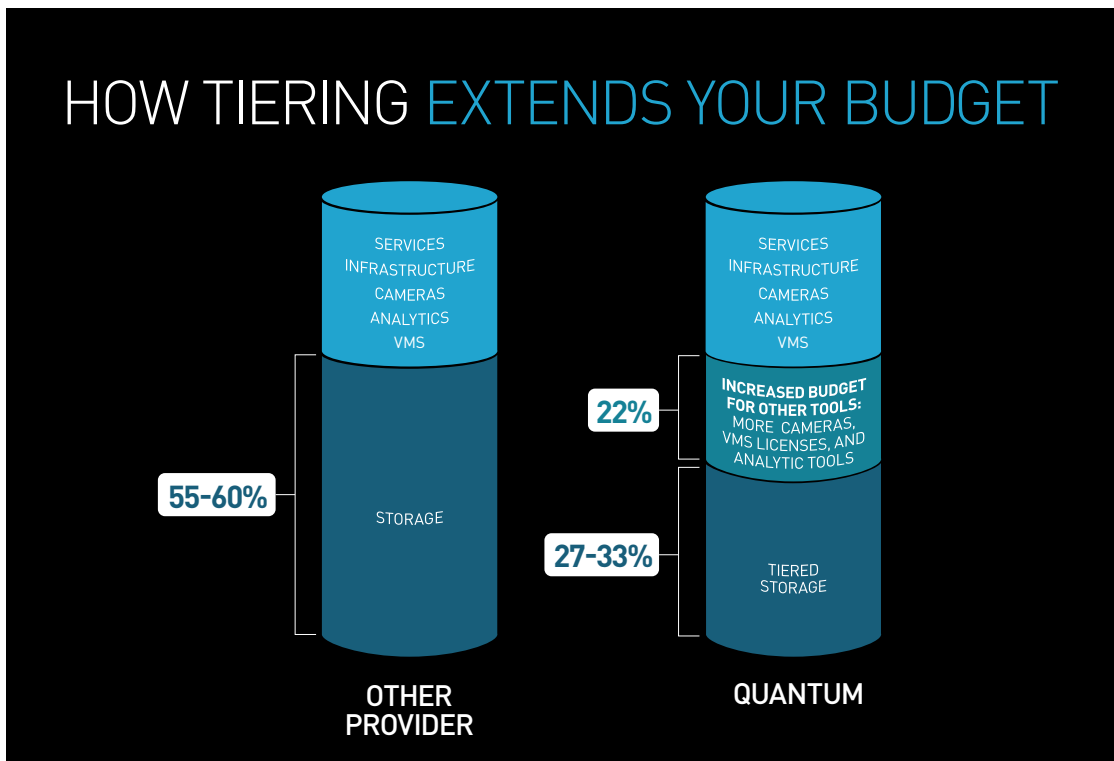
Grow Your Business with an Intelligent Scalable Storage Solution



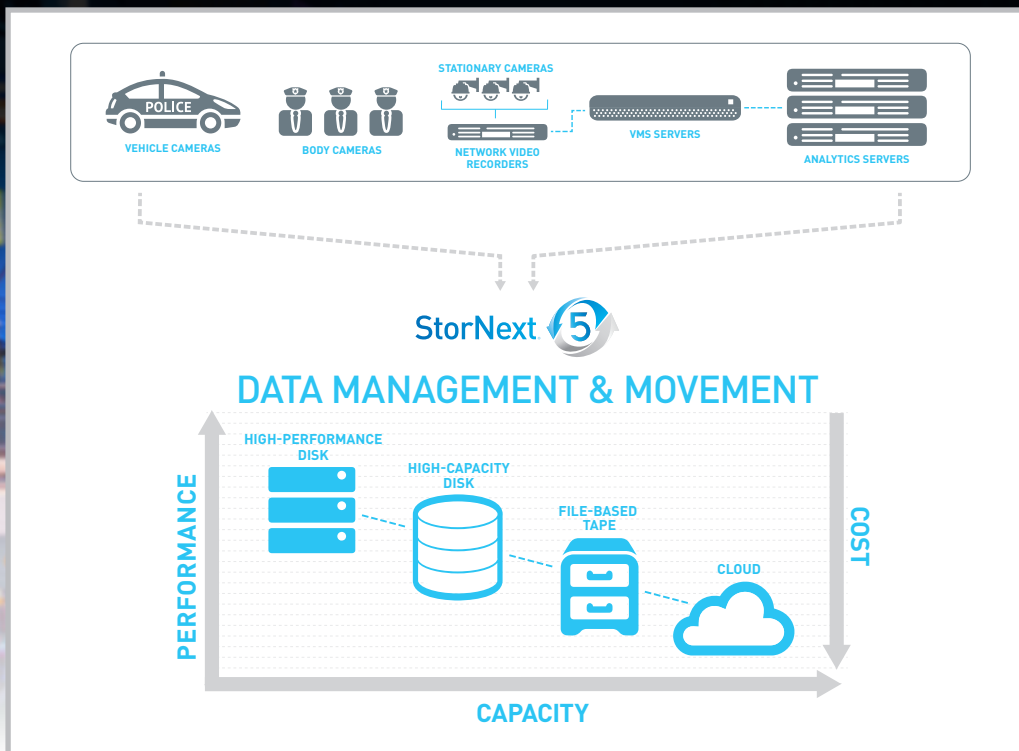
QUANTUM'S SURVEILLANCE & SECURITY PARTNER PROGRAM

Quantum® ALLIANCE

The video surveillance industry is undergoing a significant transformation. Challenges created by more cameras, higher resolutions, and increasingly complex analytics are creating an influx in data, and managing this infrastructure takes an intelligent, scalable storage platform. By offering Quantum's video surveillance tiered data storage solution, it will save you money without reducing video quality, retention time, or camera streams—allowing you to provide your clients the best scalable solution by giving them the ability to purchase more cameras, VMS licenses, or analytics—not to mention giving you additional margin by taking up less of the overall project budget.



Offering a tiered storage solution can reduce your storage budget, allowing you to **increase your profit margins to up to 28%**.



UNIQUE PARTNER INCENTIVE PROGRAM



As a Quantum Alliance Partner you can earn the following SPIFs—\$500 when you take Quantum on an in-person customer meeting (must result in approved deal), \$500 on each product closed within a deal, and up to \$8,000 off when your customer upgrades from a non-Quantum surveillance storage solution.

BUILT FOR SURVEILLANCE & SECURITY CHALLENGES



With Quantum, you no longer have to choose between performance, reliability, and cost-effective storage—you can provide it all to your customers. We help you design and implement a scalable storage foundation that will enable you to differentiate your offerings in the market.

ABOUT QUANTUM

Quantum is a leading expert in scale-out storage, archive and data protection, providing solutions for sharing, preserving and accessing digital assets over the entire data lifecycle. From small businesses to major enterprises, more than 100,000 customers have trusted Quantum to address their most demanding data workflow challenges. With Quantum, customers can Be Certain™ they have the end-to-end storage foundation to maximize the value of their data by making it accessible whenever and wherever needed, retaining it indefinitely and reducing total cost and complexity. See how at www.quantum.com/customerstories.

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ST01907A-v02 July 2016