



Quali's Partner Enablement Program

Onboarding & Continuous Support

Your customers are facing increasingly complex infrastructure challenges. Quali empowers partners to solve their customers' most complex infrastructure challenges so they can support their digital transformation priorities, improve time to value, and increase long-term customer loyalty.

From the moment you're brought on board, Quali ensures you are given the tools you need to succeed with a personalized onboarding approach and continuous support. This outline highlights recommended ramp programming for a successful Quali Partnership and offers ad hoc options for Teams and Individuals.

PARTNERSHIP POWER-UP: ACTIVATING SALES WITH QUALI

Experience a seamless start to your Quali Partnership with Quali's **Partnership Power-Up** Program. Within the first 30 days of signing the partnership agreement, we'll work together to schedule customized onboarding sessions led by our subject matter experts. These live trainings are tailored to your business and partnership goals, ensuring a successful journey together. Here's what's included in the onboarding milestones:



Sales Training Track:

1. Partner Program Introduction (45 minutes)

- How to use the Partner Portal
- Registering Deals
- Leveraging Quali University

2. Fundamentals of Success: Sales Enablement Basics (1 hour)

- Overview Pitch Deck
- Ideal Customer Profile
- Persona Selling

3. Understanding the Ecosystem (1 hour)

- Quali's Market Position
- The Vendor Ecosystem

4. Getting to Know Quali's Product (1 hour)

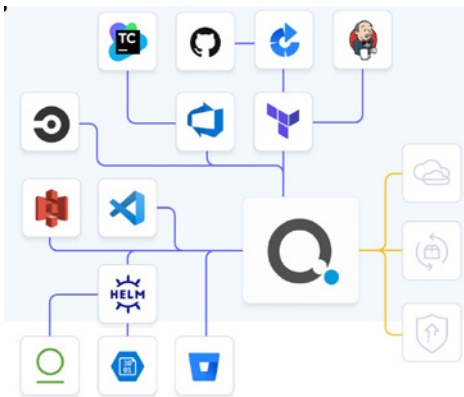
- CloudShell Overview + High Level Demo
- Torque Overview + High Level Demo

5. License to Succeed: Navigating Quali's Pricing Strategy (1 hour)

- Product Pricing
- Quali's Licensing Model

6. Prospect Like a Pro (1 hour)

- Quali Qualification
- Discovery Tactics that Work
- Customer Win Stories that Push Deals Forward



Ask about our self-paced onboarding options.

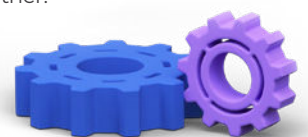
As a Quali Partner, you'll receive a personalized self-paced learning catalog on Quali University, our online platform. It's your exclusive resource library to learn at your own pace, accessible through our Partner Portal.

Next up: Technical Training Unleashed! After our Partnership Power-Up, get ready to dive into the dynamic world of Torque and CloudShell. We'll equip you with Sales Engineering expertise, empowering you to push deals forward and ignite curiosity. And remember, we're always here to back you up on prospect and customer calls, both sales and technical. Let's conquer the complexities together!

Discover what's included in part two of Quali's Partnership Onboarding program, Unraveling the Tech Maze: Becoming a Quali Product Pro.

This programming is meant to be completed within the following 30 days.

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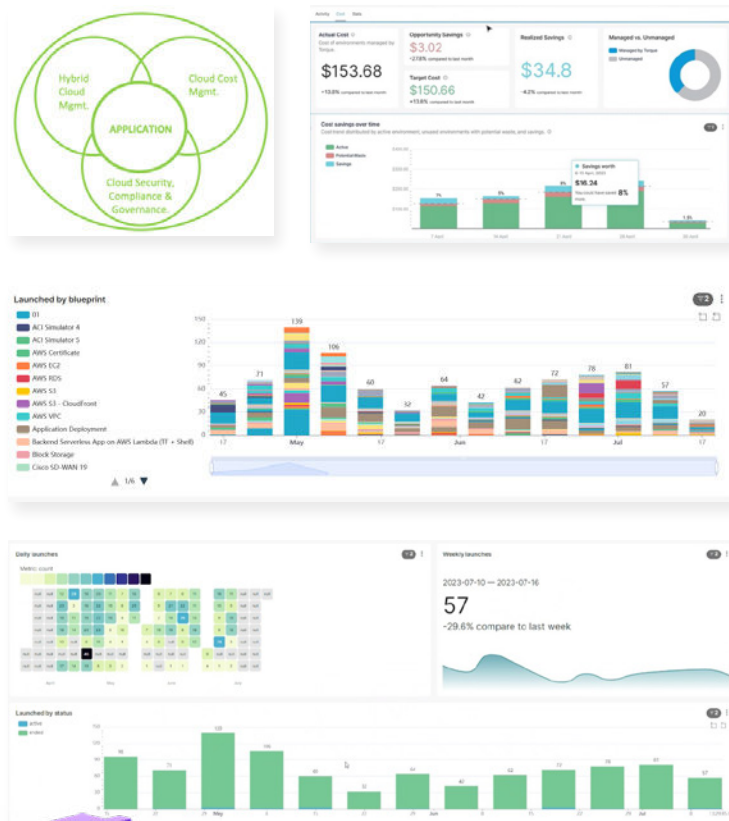
UNRAVELING THE TECH MAZE: BECOMING A QUALI PRODUCT PRO

The Quali platform addresses the most demanding requirements faced by IT professionals delivering today's modern applications. A key trend in software today is the business context relations to how applications, infrastructure, visibility and security are merging to meet businesses increasing demands for agility, innovation and responsiveness.

With Quali's solution, you can understand immediately what infrastructure you have, standardize to remove automation siloes, deliver self-service environments on-demand., measure and plan usage, actions to reduce costs and change.

GET YOUR TORQUE ON

Introducing Torque, the innovative solution that effortlessly discovers, imports, and standardizes all infrastructure elements. **Connecting infrastructure usage to business value**, our unified Control Plane revolutionizes orchestration in diverse environments. Gain real-time visibility into usage, costs, and user data, empowering secure governance in a complex infrastructure world.



Technical Sellers Track:

1. Torque Tech Training (pt. 1) (1 hour, 15 minutes)

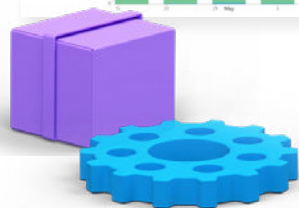
- Torque Value Prop Refresher
- Torque Account Set Up
- Blueprints
- Environments
- Pre-requisites
- Grains
- Source control
- Day 2 actions and workflows

2. Torque Tech Training (pt. 2) (1 hour, 15 minutes)

- EKS cluster
- Onboarding an agent
- Creating content

3. Torque Tech Training (pt. 3) (1 hour, 15 minutes)

- Items to be added, per sessions 1+2
- Customer Environments
- Technical Discovery



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STREAMLINING CLOUD WITH CLOUDSHELL

Experience the power of CloudShell - your all-in-one solution for infrastructure mastery! With low-code/no-code modeling, multi-layer automation, and open-source Shell Foundation, managing any infrastructure becomes a breeze. Eliminate friction for testers, developers, and operators with rapid, re-usable building blocks, and repeatable on-demand deployments. Gain full visibility, optimize usage, and tackle infrastructure complexity like a pro. Embrace CloudShell for secure on-demand access, accelerated setups, and insights that lead to a seamless and efficient cloud journey!

Technical Sellers Track:

1. CloudShell Tech Training (pt. 1) (1.5 hour)

- CloudShell 101 (Recap)
- User & Permissions Management
- Domain Definition
- Automation Process Management
- Cloud VM Configuration
- Centralized Inventory Management
- Hardware & VM Connectivity Setup
- Remote Access Connections

2. CloudShell Tech Training (pt. 2) (1.5 hour)

- Blueprint Modeling & Customization
- Self-Service Catalog Management
- Supported Blueprint Elements
- Azure Integration (Admins)
- vCenter Integration (Admins)
- Shells for Developers

3. CloudShell Tech Training (pt. 3) (1.25 hour)

- Blueprint Modeling & Customization
- Self-Service Catalog Management
- Supported Blueprint Elements
- Azure Integration (Admins)
- vCenter Integration (Admins)
- Shells for Developers

The composite image illustrates the integration of CloudShell into a network infrastructure. At the top left is a simple network diagram with a cloud icon and several server icons. Below it is a large blue arrow pointing downwards. To the right of the arrow is a 'Network Organization Chart' showing a hierarchical structure of network devices and services. Further right is a 'BILL OF MATERIAL' table with columns for 'ITEM NO.', 'DESCRIPTION', 'ASSEMBLY OR P/N NO.', 'QUANTITY', and 'UNIT'. Below the chart and table is a screenshot of the CloudShell interface, showing a complex network topology with various nodes like 'Web Server', 'Mail Server', 'DNS Server', 'Exchange Server', 'RoutingPoint', 'Switch 02', 'Mailbox Analyt', 'Web Team Service', 'Red Team Service', 'ASA-03', 'vCenter Server', 'Blue Team Service', 'Win Serv01', 'Linux Serv01', 'Win Serv02', 'Win Serv03', and 'Linux Serv03'. At the bottom right of the entire image is a 3D graphic of a yellow cardboard box and a blue cloud.



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The Quali Partnership Journey doesn't end there! We'll work with you to arrange a customized, Monthly Quali Syncs so that you never miss an update when it comes to the latest and greatest resources, including access to our subject matter experts to help solve prospect and customer challenges.

Explore how Quali supports your mastery of Quali's platforms and solution with the offerings, below. Let's conquer the market together.

QUARTERLY PARTNER CALLS

Stay ahead with Quali's innovation! Join quarterly Partner Calls for news, updates, and customer wins proven to accelerate deals. Don't miss out - watch for monthly email invites to secure your spot.

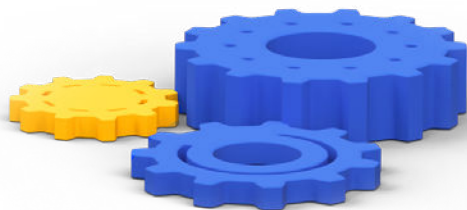
QUARTERLY BUSINESS REVIEWS

Fostering wins together, Quali's Partner Quarterly Business Reviews create a robust support system while pinpointing areas for growth. Collaborating on successes and setbacks, we supercharge strategies to close more deals, faster.

MONTHLY PARTNER SYNCS

We ask all our Partners to sign up for regularly scheduled, monthly enablement syncs - a personalized hour to address your team's needs and questions. It's the perfect platform to raise concerns, seek help, and access relevant resources for your specific markets.

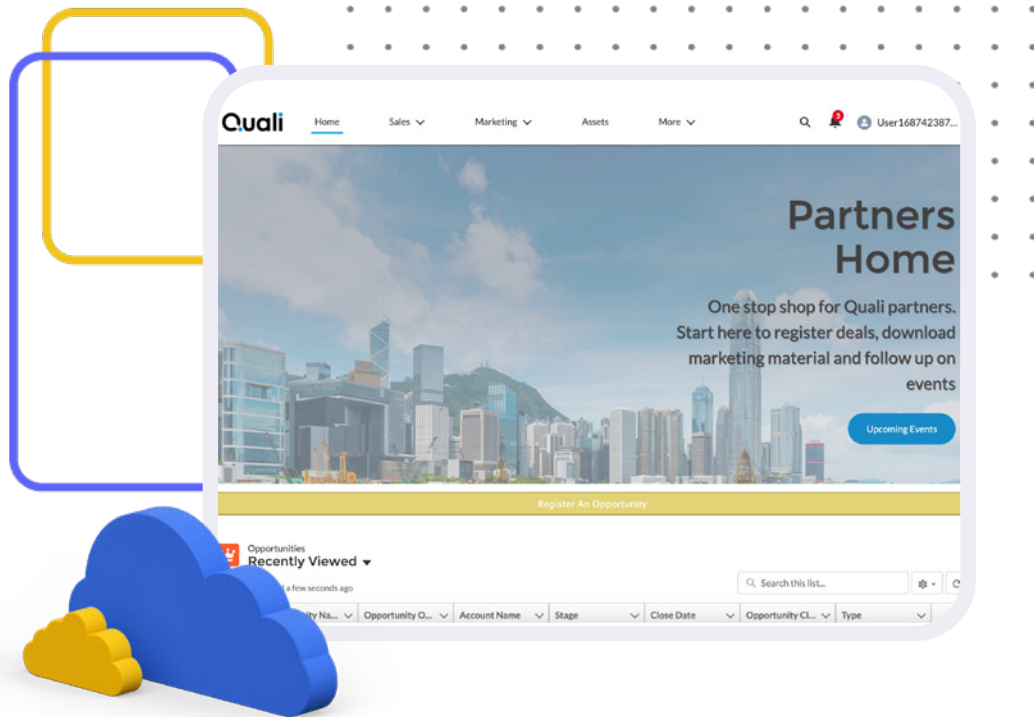
Our goal is to continue growing and fostering our Partnership relationships. It's only a success if everyone is winning!





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PARTNER PORTAL

Discover the gateway to success with Quali's Partner Portal, where you can access exclusive resources, tools, and personalized support to accelerate your growth. Available 24/7, this platform offers a wealth of customer facing assets, internal only sales support items, self-paced learning opportunities, and seamlessly allows you to register new deals, directly into our CRM.

Look at what's available on Quali's Partner Portal, today.

Key Quali Resources

- Recorded Quarterly Partner Updates
- Company Pitch Deck
- Ungated eBooks + Whitepapers
- Product One Sheets
- Marketing Campaigns
- Product Portfolios

Self-Paced Learning

- CloudShell Certification
- Sales Enablement Support
- Pitch Examples + Tutorials
- Persona Profile Cheat Sheets
- Use Case Overviews
- Quali's Sales Handbook

And that's just the tip of the iceberg. Sign up now to explore our entire Portal offering.

Don't Wait! Contact Quali Now

Don't wait! Start your journey to winning deals and achieving success with the Quali Partnership. Contact us now by reaching out to (partner@quali.com) to get started on the path to greatness and seize the opportunity to thrive.