

Partner Program at a Glance

Customers today are increasingly turning to open source technologies for the benefits of community innovation, faster deployment time, and long-term vendor choice. But when searching for a solution, customers often face challenges distinguishing between true open source providers and proprietary vendors that “disguise” as open source. Proprietary solutions lead to lock-in, carry high license fees, and tie customers’ architectural choices to the direction of a single vendor.

The Instaclustr Partner Program is designed to reach customers with real open source technologies. Together, we can enable customers to solve complex problems and power robust applications with true open source data infrastructure.

| | Cassandra | Kafka and Schema Registry, Connect, and ZooKeeper | Debezium | Redis | Open-Search (Elastic-search) | PostgreSQL | MariaDB | MySQL | CentOS/Debian | Kubernetes |
|---|-----------|---|----------|--------|------------------------------|------------|---------|-------|---------------|------------|
| Fully Managed Platform + Support | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✗ | ✗ | ✗ | ✗ |
| 24x7 Support | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✗ | ✗ | ✗ | ✗ |
| Business Hours Support | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Remote DBA/Management | Custom | Custom | Custom | Custom | Custom | ✓ | ✓ | ✓ | ✓ | Custom |
| Consulting | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

We offer the following models for working with our partner team:

Revenue-Sharing Programs

10% for a Customer Referral: Introduce Instaclustr as your preferred open source partner to your customer.

20% for a Co-Selling Engagement: Joint sales efforts to win the deal together.

Reseller Programs

Managed Service (White Label): Resell Instaclustr’s managed service console under your organization’s name and we will provide the backend work.

Consulting Subcontracting: Get access to our experienced open source consultants as extensions of your team.

Exclusivity: We are open to exclusively partnering at either an account level or a regional level.