

Databricks Consulting Partner Program

The Databricks Partner Program is designed to expand our ecosystem through the support of system integrator partners and their solutions. Together, we can provide better solutions to Databricks' customers and to the Apache® Spark™ community worldwide by leveraging your expertise and offerings in conjunction with the Databricks Platform — a virtual analytics data platform powered by Apache Spark.

DATABRICKS PARTNER BENEFITS



Leverage Databricks' domain expertise and sales resources to jointly deliver successful Spark projects.



Increase brand awareness and drive qualified leads with joint marketing programs and collateral.



Attend private roadmap previews and exclusive "Ask the Experts" sessions to answer all your Spark questions.

BECOMING A DATABRICKS PARTNER

The Databricks® Partner Program consists of two tiers: Gold and Silver. Qualifying for a particular tier is based on achieving program requirements and at the discretion of Databricks.

PROGRAM REQUIREMENTS	SILVER	GOLD
Approved Application	✓	✓
Trained and Certified Personnel	5	10
Demonstrated Cloud Proficiency	✓	✓
Named Business and Technical Contact		✓
\$10,000 Membership Fee		✓
Demonstrated Use Cases Delivering Spark Applications		✓

SYSTEM INTEGRATOR (SI) PARTNER PROGRAM BENEFITS

MARKETING AND SALES SUPPORT	SILVER	GOLD
Logo Listed on Databricks Website	✓	✓
Press Release Support		✓
Joint Solution Brief		✓
Joint Marketing Programs (e.g. webinars, blogs, events)		✓
Field Sales Support		✓
Spark Summit Invitations for Top Partners	1	3
Lead Sharing and Account Mapping		✓
Referral Fee	5%	10%
TECHNICAL AND TRAINING		
Once certified, additional Discount on Databricks Training	15%	25%
Sales Enablement Monthly Sessions + Partner Portal		✓
Quarterly Technology Briefings and Spark Advisory Forum		✓
Partner Pre-sales Open Support Ticket	✓	✓
Ask the Spark Experts Sessions		✓
Databricks Licenses for POC of Registered Opportunities	✓	✓
RELATIONSHIP		
Business Development Lead	✓	✓
Solution Engineering Lead		✓
Executive Sponsor		✓

For more information, contact us at partners@databricks.com.

