COSMOS
PARTNER PROGRAM
FROM VAST

Technology Partner Guide

Global Resource

PROGRAM OVERVIEW

Welcome to the Technology Partner track of VAST Data's Cosmos Partner Program. This track provides technology companies the opportunity to partner with VAST Data, the AI Operating System and Data Platform built for the age of AI.

Technology partners play an important role in our strategy, and this track brings together technology vendors who co-innovate and deliver complementary solutions that create greater value for our joint customers. Joining the program is based on a commitment to a "better together" value proposition and offering solutions that extend the value of VAST Data.

As part of this track, VAST Data offers a variety of resources, enabling partners to test, integrate and market their complementary solutions. As a VAST Technology Partner, you will:

- Access technical resources to test, validate, and certify the VAST Software with your solutions
- Collaborate on joint marketing campaigns and go-to-market initiatives
- Earn recognition through badges, awards, and participation in events
- Gain visibility with customers seeking integrated, industry-specific solutions

With this track you will be able to deliver powerful solutions integrated with the VAST Data Platform while accelerating revenue, customer success, and long-term partnership value. This guide describes the policies, benefits, and requirements applicable to our Technology Partners.

PARTNERSHIP TIERS & REQUIREMENTS

With the introduction of the Technology Partner track in February 2026, the program has one partnership level (i.e., single tier). Our priority is enabling partners quickly and fostering collaboration across the ecosystem.

As our program evolves and scales, we expect to introduce multiple tiers to align with Technology Partners' investments and impact.

Technology Partners are encouraged to prioritize investments in integrated solutions and comarketing/sales efforts, and VAST Data will prioritize investments aligned with our go-to-market initiatives, customer demand and partner alignment.

CERTIFICATION

Partners must demonstrate integration and have it reviewed by VAST Data to engage in comarketing and co-selling activities. As our program evolves and scales, certification processes and criteria will evolve as well along with associated badges that will benefit the partners and customers.

TECHNOLOGY PARTNER BENEFITS

The following tables summarize the specific benefits for our Technology Partners:

Benefits	Technology Partner
VAST Data Technology Partner Badge	✓
Access to Partner Portal	✓
Access to sales training	✓
Access to technical training	✓
Access to VAST Support Center and Knowledge Base	✓
Access to Evaluation Software for support, test, integration and demo purposes	✓
Access to VAST testing environments	with special approval
VASTdata.com Partner directory listing	✓
Support for PR/BLOG announcing our partnership	✓
Support for co-branded collateral & customer case studies	✓
Invitation to sponsor VAST Data events	✓

TECHNOLOGY PARTNER REQUIREMENTS

The following tables summarize the specific requirements from our Technology Partners:

Requirement	Technology Partner
Executed VAST Data technology partner agreement	✓
Technical product integration/interoperability	✓
VAST Data on Partner's website with link to VAST website	✓
Publish co-branded collateral about our joint solution	✓
Program fee	none

PARTNER INFORMATION

By joining as a VAST Data Technology Partner, Partner consents to receiving program-related information from VAST Data, including but not limited to the following purposes:

- Administering the Program
- Providing information to the Partner about the Program, including events and training opportunities
- Inviting Partner to participate in surveys and research
- Providing the Partner with information and materials to support its efforts to deliver VAST Data solutions, including security information, technical information, and sales and marketing materials and resources.

In addition, Partner agrees that VAST Data may publish Partner's name and address on the VAST website or partner portal in a listing of Program members, and may reference Partner as a member of the Program using Partner's logo, subject to reasonable trademark and logo usage guidelines provided by Partner.

NON-COMPLIANCE

If you fail to comply with the guidelines in this Technology Partner Guide, VAST Data reserves the right to refuse, reject or withdraw any or all of the benefits described in this Guide and/or terminate your Technology Partner Agreement.

THANK YOU

We are excited to have you join the program as a Technology Partner. Together, we're buildingthe future of data. As a Technology Partner, you have the tools, support, and recognition to deliver innovative solutions that drive real outcomes for customers. Let's unlock the power of the VAST Data Platform. Your next breakthrough starts here.

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