

PARK PLACE TECHNOLOGIES PARTNER PROGRAM

YOUR CUSTOMER CHALLENGES

- High OEM Maintenance Costs
- High Hardware Refresh Costs
- High Legacy Maintenance Costs
- Limited Maintenance Experience on Legacy Parts

PARK PLACE SOLUTIONS

- Extended Warranty's at 50% Savings from OEM prices
- Enhance Customers value by allowing them to extend their hardware investments
- Support network with engineers who average 15 years of direct OEM experience
- More UPTIME with 24/7 remote monitoring with ParkView™

PARK PLACE BENEFITS



Best-In-Class
TPM



15,200+
GLOBAL CUSTOMERS



141+
SUPPORTED COUNTRIES



350,000+
SPARE PARTS AVAILABLE



1,200
PARK PLACE EMPLOYEES



304,000
ASSETS SUPPORTED



36,000+
UNIQUE DATA CENTERS SUPPORTED



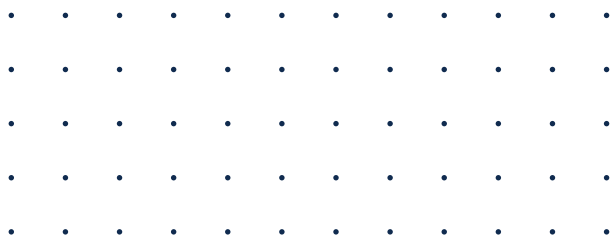
160+
STOCKING LOCATIONS



97%
CUSTOMER SATISFACTION



98%
CUSTOMER RETENTION



Enhance Service Offerings. Deliver Deeper Value. Unlock Richer Margins.



Real Partnership

Partnerships are personal at Park Place - our team will take the time to understand your business model, strategies, industry needs and challenges to synergize your needs to our relationship and offerings.

Dedicated Channel Team

With Park Place Partner Program, you'll have access to our dedicated Channel Team for all your needs. Always be confident you'll get the support you need.

Opportunity Registration

As part of the Partner Program, Park Place offers an extensive partner registration program that rewards you for generating new business and adding service value while providing economic incentives such as price protection.

Onboard Process: We Want You to Succeed!

Every Partner receives a full onboard training on all services offerings that help you provide that next-level competitive advantage.

Marketing Assets

Our Marketing and Channel team want to help you elevate your product offering and we will provide the assets you need.

Learn what partnering with Park Place will do for you.

- **Enrich your product offering** with the premier third party maintenance service model, including our revolutionary ParkView™ AI monitoring service.
- **Build stronger relations** by extending the lifecycle of your contracts with extended warranties
- **Maximize financial rewards** for delivering added value to your customers



There is no other third party maintenance company that can add more value to your product offerings to drive the bottom-line success of your business. Park Place is revolutionizing hardware maintenance, future proofing data centers globally. Our superior service model – powered by machine learning and AI – drives Uptime while reducing costs and increasing operational efficiencies in digital infrastructure.

Join the Team

Provide the whole package to your customers. Storage, Server, Network, and Hardware systems are part of every company's infrastructure. Our services provide best-in-class third-party maintenance on data center hardware.

You're not just a partner with Park Place, you're part of the family. From Day 1, you'll have access to sales and technical representatives who will work in lockstep with your team to ensure all challenges and needs are not just met but exceeded.

BRONZE*

- Access to Channel Team
- Basic Marketing Materials
- Onboarding/Training

SILVER*

- Access to Channel Team
- Growth Partner Team
- Marketing Funds Pool*
- Strategic Planning
- Onsite Focus

GOLD*

- Dedicated Channel Representative
- Onsite Funded Head*
- Marketing Development Funds*
- Strategic Planning

EMAIL: channelpartner@parkplacetech.com

*The tiered partner rewards are representation of benefits received and in some cases may not be applicable.