

Aspire Global Partner Program

Turn Resilience into Results

OVERVIEW

At Cohesity, we believe that the strongest outcomes come from trust, collaboration, and shared purpose. We are committed to our partners and their customers—delivering unmatched business value with transparency, simplicity, and scale.

That's why the Cohesity Global Aspire Partner Program is a partner-first experience built to remove complexity, unlock profitability, and ensure partners have the tools and support needed to thrive. It's a strategic pathway to mutual growth, designed with you top of mind.

HIGHLIGHTS

- **Unified & Simplified Framework** – One platform and one experience available to all partners, now with an enhanced performance dashboard for clear visibility into training, certifications, and billings.
- **Specializations** – A new way to demonstrate validated expertise, starting with Professional Services to showcase delivery capability and differentiate your practice.
- **Program Tiers and Tracks** – Multiple tiers and tracks offer choice to align with your business model.

PARTNER BENEFITS



Value-Based Profitability

Rewards for new, expansion, and teamed opportunities, with simplified Deal Registration, Opportunity Rebates, and rep-level SPIFs.



Strategic Product Growth

Expanded financial incentives, guided enablement, and co-selling opportunities to accelerate your business.



Enablement & Training

Role-based learning, certifications, and on-demand accreditations empowering partners' teams to stay competitive and confident.



Joint Selling & Field Engagement

Streamlined collaboration with Cohesity teams—account planning, pipeline acceleration, and demand generation to deliver results, not just activity.

GET STARTED

Explore what Aspire means for your business. Connect with your Cohesity Channel Development Manager or distributor to understand the program, growth opportunities, and enablement paths — and take the next steps to maximize your participation.

Sign up today: partners.cohesity.com | **Questions?** partnersupport@cohesity.com