

Ace Partner Designation



COHESITY ACE

ACCESS COHESITY ACE
INFORMATION

Cohesity Aces is our exclusive initiative for our most technical partners in sales roles. Designed to recognize and empower these experts, it offers exclusive benefits such as hands-on labs, access to an Aces-only section of the Partner Portal with high-value resources, insightful webinars, and the ability to influence key initiatives.

WHY BECOME A COHESITY ACE?



SPECIAL ACCESS

- Exclusive Aces-only Partner Portal section
- Virtual Lab access for hands-on experience
- Early previews of new training tracks, use cases, and courses
- Private Slack channel for direct collaboration



REGULAR UPDATES

- Product roundtables where Aces help shape the roadmap
- NDA-only sessions on roadmap direction and competitive strategy
- Small-group, interactive Aces-only webinars for deeper insights
- Influence key initiatives



INDUSTRY RECOGNITION

- Digital Aces badge to showcase expertise
- Option to join the Cohesity Speaker Bureau and represent in the field



SPOTLIGHT

- Get featured in Cohesity success stories and campaigns
- Highlighted within your partner company
- Invitations to special events and pilot opportunities

WHAT DOES IT TAKE TO BECOME AN ACE?

1. Complete the recommended curriculum found in the Partner Portal learning path for Aces.
2. Pass the **Cohesity Certified Architect Expert** certification.
3. Upon completion, you'll automatically receive an application link via email. Submit your application with a Cohesity sponsor's approval.
4. Once approved, you'll receive your badge and can immediately access all Ace benefits.

HOW TO MAINTAIN YOUR ACE STATUS?

1. Complete critical courses defined at the start of each fiscal year.
2. Hold current accreditations for sales and technical sales.
3. Attend a minimum of one Aces roundtable.
4. Attend >25% Partner Beat webinars.
5. Participate in special sessions, previews, and updates.