



DISCOVER. PREDICT. PREVENT.

Galileo Discovery Partner Program

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Galileo Performance Explorer The Channel-Friendly IT Infrastructure Performance Management (IPM) Suite

Galileo is a division of the ATS Group, an IBM Business Partner, and creator of the Galileo Performance Explorer® software suite. The company is based outside of Philadelphia, PA, USA.

Growing up as a channel partner, Galileo was developed and used by the ATS Group to simplify the support of its consulting clients. The tool proved so easy to use that it was made available to clients as a cloud service for ad-hoc access to their performance metrics. Galileo offered extensive storage and server analytics that went beyond the limits of on-site SRM tools, open source, and manual efforts.

Today, Galileo empowers IT administrators through C-level management at mid-size to Fortune 100 companies, including leaders in security-sensitive industries.

Galileo Market Advantages

Today's complex, heterogeneous, and often cloud-based environments of IT organizations make Infrastructure Performance Management (IPM) difficult and expensive. Most best-of-breed performance measurement tools and legacy enterprise-wide tools consume far too much time and money and are incapable of monitoring any of the migrating cloud-based applications. This often results in confusing, contradictory, and error-prone information.

Designed by systems engineers from real world implementations, Galileo is the industry's first easy-to-use, cloud-based suite of integrated IPM solutions with unified At a Glance reporting and analytics dashboards.

Working well with existing performance management tools or as the sole tool, Galileo enables IT operational efficiency by consolidating monitoring, configuration, and capacity planning capabilities into a cost and time-saving suite for servers, storage, storage area networks (SAN), and applications whether on premise, in the cloud, or any combination.

With a Software as a Service (SaaS) architecture and subscription pricing, installation is simple. Within minutes your clients can enjoy the secure, automatic collection of real-time data—with deep graphical reporting and analytics via At a Glance dashboards available with a web interface.

Used by major corporations and government agencies, Galileo's deep analytics has been proven to save users up to 80% in time and resources currently dedicated to infrastructure analysis versus legacy tools. Key contributors to these savings are Galileo's deep capabilities to monitor data center health and predictively troubleshoot and alert data centers to specific potential problems that might cause future system slowdowns.

Galileo supports all major server manufacturers, operating systems, storage area networks (SAN), and IBM and NetApp storage systems.

Galileo Discovery Partner Advantages

Growing up as a channel partner ourselves, we believe we have put together a Partner Program that is easy to understand, profitable to all of us and of great benefit to our joint customers, thereby enhancing our mutual reputations. Key features and benefits are:

Features:

- Specialized partner program for Value Added Resellers, MSPs, Solution Providers, Cloud Service Providers, Consultants, and System Integrators
- "Channel-friendly" model with no annual volume requirements, product authorization restrictions, or certification requirements
- Deal Registration Program
- Vendor Agnostic – Galileo supports all major server manufacturers, operating systems, SANs, and IBM/NetApp storage systems (supports physical and virtual servers)
- Cloud Agnostic – Operates in any cloud environment (Public, Private, or Hybrid)
- Deep analytics engine – Easily identify infrastructure performance complications BEFORE they occur
- Secure, simple, scalable and very easy to implement

Benefits:

- You earn high profit margins and enjoy recurring revenues streams
 - No cost of entry
 - No overhead
 - Covers all market verticals
 - Nothing to manage
 - Flexible subscription pricing

- Expand services and build business relationships. Add new service line items to your invoice: System Health Check Services, Cloud Storage and Compute Services, Performance Assessments or offer new Cloud Services.

Examples:

- Server/Storage Monitoring *as a Service*
- Infrastructure Performance Monitoring *as a Service*
- Data Performance Analysis *as a Service*
- Gain vital performance insights for your customers' multi-tenant, multi-vendor, disparate, heterogeneous data center environments (unified At a Glance Enterprise Dashboards)
- Easily align virtualization, server, compute, and storage resources to business objectives for your enterprise customers (become a trusted advisor)
- Become an Infrastructure Performance Specialist providing actionable intelligence (become a vital customer resource)
- Drive additional sales: Bundle with bare metal offerings (solution selling); Sell additional virtualization, storage and servers with gained insight; Compliment and expand current performance monitoring offerings

Galileo Discovery Partner Tiers

Galileo Discovery Elite Partner

- Full authorization to sell entire product line and buy at Tier 1 pricing
- Deal Registration Program Participation: Prequalified opportunities can be registered & protected; additional margin received at deal closure according to Galileo guidelines
- Lead Forwarding: Priority status for pre-qualified leads
- Ability to offer additional Galileo services
- Access to Galileo's Subject Matter Experts (SMEs)
- Full access to Partner Portal/logo and co-branding use
- Participate in co-marketing "white-label" opportunities (i.e. "Powered by Galileo Performance Explorer")
- Requires quarterly growth plan review and semi-annual "demo trainings" (at least 2 partner reps need to attend)
- Requires a minimum of 5 new evaluations per quarter (initiated through Galileo's deal registration process)

Galileo Discovery Premier Partner

- Authorized to sell complete product line and buy at Tier 2 pricing
- Deal Registration Program Participation: Prequalified opportunities can be registered & protected; additional margin received at deal closure according to Galileo guidelines
- Full access to Galileo Partner Portal
- Opportunities for tradeshow participation and other joint marketing activities
- Use of Galileo logo and branding
- Commitment for ongoing Galileo sales trainings/customer engagements