



Pi Partner Program

Partnership | Progress | Profit



MeitY
Government of India
**WE ARE MeitY
EMPANELED**



Representative Vendor in 2022 Gartner[®] Market Guide
for Public Cloud Managed and Professional Services, Asia/Pacific

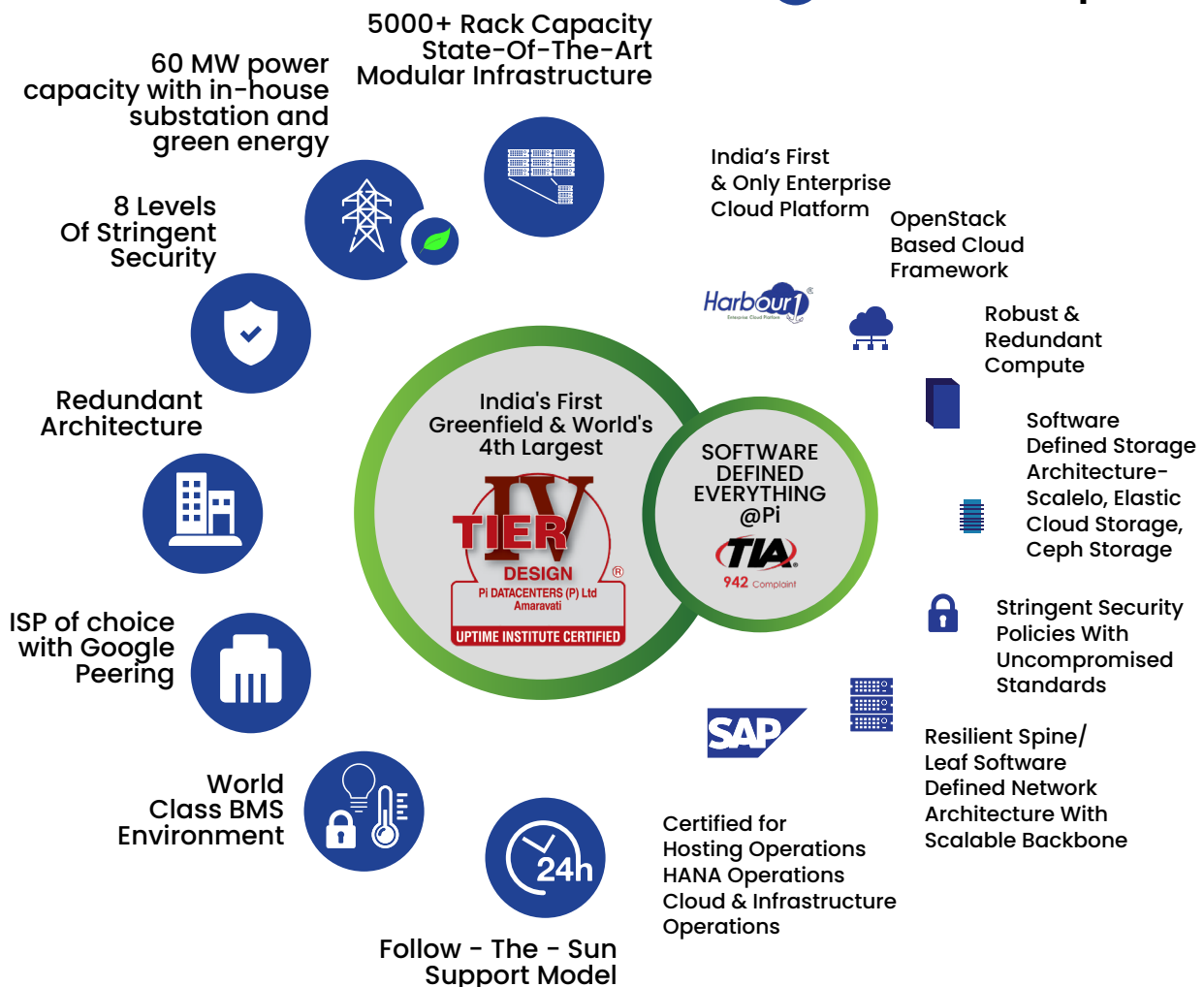
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BUILD & ACCELERATE YOUR BUSINESS



Pi Partner Program is designed to support and accelerate your business growth, while you deliver excellence to your customer community. It gives you a new prospect of growth with niche Go-To-Market strategies to enable digital transformation.

WHO ARE WE?



THE 10 COMMANDMENTS

1

Harbour1® is the only indigenous enterprise cloud service provider from India, whereas all other public cloud providers operating in India are of foreign origin governed by the law of land of their origination



2

Pi Datacenters is MeitY empanelled for its enterprise cloud Harbour1®, & complies to law of land of India only. Hence guarantees data localisation and data sovereignty for enterprises operating in India. Whereas all other public cloud providers with foreign origin, are bound to provide access to data to the authorities of the their land of their origin if asked for



3

Unlike Harbour1®, other foreign cloud players cannot guarantee data sovereignty, data privacy and data localisation. This can lead to any organisation operating in India and dealing in citizen data or critical data, risking data snooping, pilferage, & regulatory noncompliance



4

Pi Datacenters is the only CSP who delivers its enterprise cloud Harbour1® from its own Uptime Institute TIER IV certified data center backbone with 99.995% uptime, Internet exchange & CDN on cloud



5

Harbour1® is the only Indian enterprise cloud provider with 3 unique availability zones in the country. Apart of Harbour1®, only Azure (foreign origin) has 3 unique availability zones in India



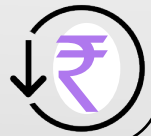
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Harbour1® is a multi-hypervisor cloud platform. Which means, migrating from any other cloud or physical environment to Harbour1® is seamless. A dedicated client delivery account manager acts as a liaison with end to end ownership.



8

Harbour1®, because of innovation at the core fabric, delivers approx. 30% TCO optimization, compared to any global enterprise cloud player. All of these without compromising on quality of services & availability



7

Harbour1® with its inhouse managed services capabilities follows a Zero outsourcing policy to manage its own cloud environments, as well as multi cloud scenarios. This is unlike other global cloud players, where support and managed services are outsourced to third parties, with no OEM ownership and third-party access to sensitive client data



9

Harbour1® pricing models are transparent and assures price protection, for the total duration of the contract. Unlike global cloud players, where the costs variable, dynamic & unpredictable. This makes budget planning and billing reconciliation a nightmare for the clients.



10

Harbour1® works on a simple framework of "Consulting @ The Core". Which means, it positions itself as the extended arm of the clients and guide them to what is best for them, inline to their business goals



WHAT YOU GET AS A PARTNER?

Join the growing community of global partners with plethora of opportunities and disruptive GTM stack.



Opportunity To Co-Develop The Solutions



Access To Business, Technical & Marketing Resources



Co- Partnered Industry Events



Sandbox Environments



Referral Bonuses



Rewards & Recognitions



Joint Go To Market Strategy Talk To The Specialists



Virtual Alliance Teams



Training & Workshops



Preferential Pricing



Increased Visibility



REGISTERED BUSINESS PARTNER REVENUE MODEL

- Recurring Partner Sales Payout
- Transfer Price
- Referral Bonus

OUR PARTNER TRACKS

One Size Doesn't Fit All

Choose to co-brand and co-sell, Pi Services, in a model best aligned to your business.

- Technology Alliances
- System Integrators
- Resellers
- ISVs
- Managed Service Providers
- OEM Partnerships
- Consulting Partners

Reach Us

Head Quarters



Andhra Pradesh

Survey # 49/P, Plot no -12,
IT Park, Mangalagiri,
Amaravati, AP 522503

Other Locations



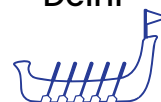
Hyderabad



Mumbai



Delhi



Kochi



Bengaluru



Chennai



 www.pidatacenters.com

 www.harbour1.in/partners

 marcom@pidatacenters.com



Exemplary Integrity



Uncompromised Ethical Standards



Environment Friendly In
Delivering Quality Services



Respect For Our Stakeholder