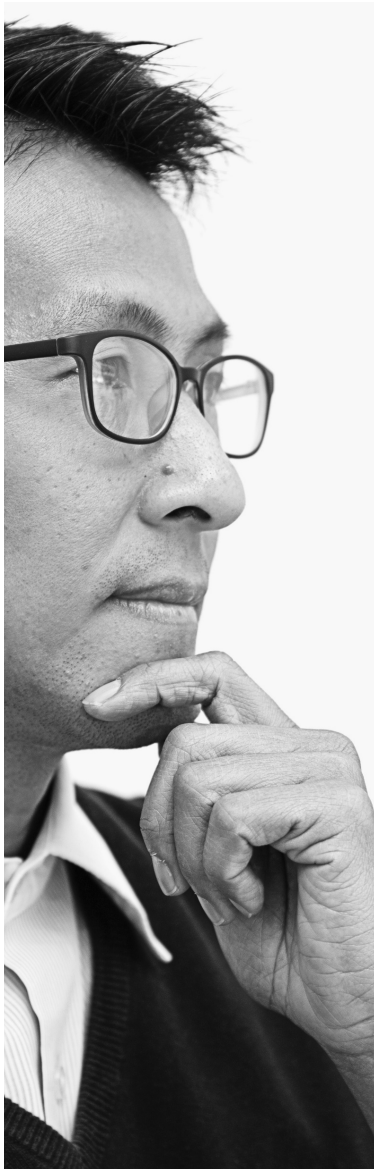


/ Channel Partner Program Guide /

March 2022



Introduction

In order for 5G edge networks to introduce new personalized and adaptive services, they must first deliver the essential requirements of extremely low latency, high availability, security, and flexibility. Simultaneously, these networks must be extremely robust, resilient, and flexible. A distributed cloud architecture is a fundamental element in realizing the promise of 5G, where AI and automation processes enable digital scale to become the norm for successful communications service providers (CSPs) across the globe.

Wind River® Studio includes integrated cloud platform, automated operations composer, and analytics capabilities so that operators can deploy and manage their 5G edge networks globally. It is the first in a series of user experiences from Wind River that will deliver an intelligent systems platform that constantly and dynamically adds new sets of capabilities, seamlessly deploying them where and when they are needed.

Wind River provides a unique intelligent edge infrastructure for the telecommunications market. Wind River Studio delivers the industry's only cloud-native infrastructure solution designed from its inception to be distributed, highly available, and secure, while supporting the scaling required for cost-effectiveness at the edge of a network. Many firsts exemplify its leadership.

As service providers roll out their 5G edge solutions, Wind River Studio is an essential partner to operators worldwide. Customer engagements remain confidential, with the notable exceptions of:

- **Verizon:** Verizon uses the cloud-native infrastructure and analytics capabilities of Studio for its 5G vRAN deployment. These technologies played a key role in the world's first end-to-end fully virtualized 5G data session.
- **Vodafone:** Vodafone has selected Studio for its efforts to build Europe's first commercial Open RAN network, which will be one of the largest in the world. Studio will provide the distributed cloud-native platform for hosting the Open RAN applications on Vodafone's next-generation network.
- **T-Systems:** T-Systems selected Wind River to provide the infrastructure for its EdgAIR platform. EdgAIR is designed as a highly secure private cloud supporting such applications as automated guided vehicles, AR/VR, and smart buildings.

Partners are the extension of the Wind River team. Partners transform, open markets, and deliver compelling solutions to customers.

The Wind River Partner Program offers the Global CSP Ecosystem community access to Wind River Studio, along with the enablement, marketing, pricing, and support that enables partners to expand their CSP solution offering and grow their business.

WIND RIVER PARTNER PROGRAM GOALS AND REQUIREMENTS

Goals

The goal of the program is to enable better-together joint solutions that create unique and compelling value for end customers, which in turn drives incremental revenue for partners and Wind River.

Requirements Overview

Partners are required to:

- Complete an application.
- Accept the Wind River Partner Program Agreement.
- Work with Wind River to complete a Partner Playbook, which includes:
 - Joint Vision Alignment
 - Go-to-Market Plan
 - Activate-Optimize-Track
- Abide by Wind River Partner Program Rules of Engagement, which include but are not limited to the following:
 - Resale will be based on an OEM model.
 - Wind River Studio is bundled with partner's product(s) for a "complete" solution.
 - Solution integration, testing, and certification are included.
 - Premier Partner will provide Tier 1 and Tier 2 support.
 - Premier Partner holds entitlements and represents Wind River terms with the end customers.
 - Deal registration is as described in the Wind River Deal Registration Process Guidelines.
 - Premier Partner obtains approval from Wind River prior to offering Wind River Studio as part of a solution.
 - Premier Partner adheres to Wind River Studio Pricing Guidelines (pricing is never disclosed as a line item on any third-party proposals and/or invoice).
 - Premier Partner achieves required training, accreditations, and certifications according to the applicable partner level within a reasonable time frame.
 - Premier Partner participates in business planning and reviews based on applicable partner type.
 - Premier Partner enables the customer to purchase Wind River Studio in the way they want it.
 - Selling to Tier 1 CSPs requires explicit approval from Wind River, on a case-by-case basis.

PARTNER TIERS – REQUIREMENTS AND BENEFITS

Premier Partners

The highest level of commitment is rewarded with the highest level of benefits. Premier Partners are Wind River evangelists who are trusted business advisors to their commercial clients. Premier Partners are heavily invested in Wind River via both sales and technical training accreditation and certification, and they have developed joint business planning and established growth targets. They benefit from the highest incentives and discounts that the program offers.

Solution Partners

Wind River Solution Partners receive substantial benefits based on their increasing commitment to selling solutions that are validated and certified with the Wind River Studio platform. They are advocates for Wind River solutions with their commercial clients. Solution Partners agree to cooperate with Wind River to target joint customers but sell their components separately.

Wind River Channel Partner Program Requirements	Premier	Solution
Approved application (includes executed partner agreement)	✓	✓
Deal registration	✓	
Reference architecture validation solution certification	✓	✓
Participation in business planning and review	✓	✓
Revenue thresholds	\$	
Training requirements	🎓🎓	🎓
Tier 1 support	✓	
Tier 2 support	✓	

Partnership Benefits

Category	Program Feature	Premier	Solution
Solution Development	Joint solution development	X	
	Joint solution LCM	X	
	Product lifecycle management/Roadmap input	X	
	Reference architecture validation	X	X
	Solution certification	X	X
	Early release	X	
	Roadmap alignment	X	
	Feature requests	X	
Marketing/Sales	Marketing support/Market development funds	X	
	Joint account pursuit	X	
Engineering Support	Dedicated engineer	X	
	Shared engineer		X
Enablement	Customized training	X	
	Standard training		X

Wind River Partner Program Sign-up Process

1. Review Partner Program Guide
2. Complete Partner Program Application and submit to Wind River for approval

Details provided as attachments to this document or separately available

- Partner Program Application
- Solution certification process
- Wind River Deal Registration Process guidelines
- End customer support description
- Pricing and policy
- Price lists
- Product information

Attachment 1:

Partner Program Application

Please submit the information requested below via email to: partnerprogram@windriver.com

Partner Company Overview

- Legal name
- Corporate address
- Key customers
- Financial summary
- CSP solution(s) description(s)
- Reference architecture diagram – including Wind River Cloud Platform solution
- Target market
- Use case(s)
- Value proposition

Primary Contact Name

- Title
- Phone #
- Email
- Street address
- City
- State
- ZIP

Attachment 2:

Deal Registration Process

This enables a partner to inform Wind River of opportunities for appropriate support and tracking; required for POCs, trials, commercial, noncommercial, partner, or customer labs and FOA.

1. Inform Wind River by submitting an electronic request with the following details:
 - a. End customer name
 - b. End customer location
 - c. Wind River products
 - d. Summary of proposed system architecture
 - e. Use cases
 - f. Length of trial (if applicable)
 - g. Required support from Wind River
2. Wind River will provide a response within 3 business days.

WINDRIVER