



Rosenberger MTDC / Colocation Partner Program

Stay in the game! Stand out in the crowd! Become a Rosenberger Partner!

The ever growing demand for bandwidth, data-speed and highest levels of operational performance require a resilient and future-proof cabling infrastructure solution. We at Rosenberger understand the challenges that Multi-Tenant Data Center (MTDC) and Colocation providers face in terms of scalability, flexibility and reliability to support the digital transformation of the world's fastest growing organizations. With our new MTDC / Colocation Partner Program, Rosenberger brings more than 30 years of data center expertise and innovative solutions that align with the goals of each MTDC and Colocation Provider, with our customer satisfaction guarantee.

Benefit from our unique incentive program for qualified MTDC / Colocation provider referrals:



Free product and technology training (cabling infrastructure)



Free of charge support on passive infrastructure planning



Year-end discount up to 5%



Forwarding of qualified prospective tenants to MTDC / colocation providers

Partnering with Rosenberger means your customers get:

- ✓ Industry-leading data center solutions with manufacturer guarantees
- ✓ Modular and scalable cabling infrastructure solutions
- ✓ Outstanding reliability and high-speed processing of high volume data
- ✓ A broad range of consulting, planning and installation services
- ✓ Membership in various industry associations and standardization bodies

Rosenberger



Join our MTDC / Colocation Partner Program

Getting started with the Rosenberger MTDC / Colocation Partner Program:

- 1**
Tenant expands white space in MTDC's / Colocation's data center
 - MTDC / Colocation provider will use or introduce Rosenberger as a potential supplier for the cabling infrastructure
 - Rosenberger will provide a design proposal for the cabling infrastructure including a quote*
 - MTDC / Colocation provider or tenant signs an agreement with Rosenberger
- 2**
Tenant with corporate cabling specification
 - MTDC / Colocation provider will introduce Rosenberger into the tenant's regional / global head of DC infrastructure with the goal of getting Rosenberger into the tenant's corporate cabling specification requirements
 - Rosenberger will receive the regional / global specs which will help to enable successful deal closure
- 3**
MTDC / Colocation provider with multiple sites
 - MTDC / Colocation provider will introduce Rosenberger to other affiliate sites or locations within the tenant / customer's company
 - Rosenberger will have the opportunity to win business in other sites or locations

*Quote can include services such as the installation of the cabling system if desired by the MTDC / Colocation provider

- 4**
Referral Program
 - Rosenberger provides an Enterprise client as a referral to the MTDC / Colocation provider
 - MTDC / Colocation provider assures the spec will be based on Rosenberger

Rosenberger
Rosenberger-OSI GmbH & Co. OHG
Optical Solutions & Infrastructure
Endorferstr. 6 | 86167 Augsburg
Phone: +49 821 24924-0
info-osi@rosenberger.com

www.rosenberger.com/osi

Rosenberger data center solutions are available for the North American market via:

Rosenberger Site Solutions, LCC
Post Office Box 4268
Lake Charles LA 70606
Phone: (377) 598-5250
Fax: (377) 598-5290

www.rosenbergeronline.us