

IBM PowerVS Migration Partner Program

On-Premises to PowerVS Migration Subscription

The FalconStor Migration Partner Program is designed to help Service Providers efficiently migrate their customer's workloads from on-premises environments to a designated cloud environment. Individual StorSafe VTL instances being used for customer migration projects are managed by a single StorSight server installed within the Service Provider's environment. Specific elements of the Program are listed below.

Cloud Platform	IBM Power VS
Period	Annual
Products	One (1) copy of StorSight and up to twenty (20) copies of StorSafe VTL for the purpose of providing services for migration projects
Total Capacity	Up to one (1) Petabyte of combined Repository Capacity
Migration Projects	Unlimited number per year; up to 20 concurrent projects
Training Services	Provided by FalconStor to Service Provider on use of StorSafe VTL for migration up to the Services Work Effort Threshold
Implementation Services	Provided by FalconStor to Service Provider to assist with the first migration project up to the Services Work Effort Threshold
Services Work Effort Threshold	40 Cumulative Hours for Training and Implementation Services
Enabling Technology	Open-Source Migration Scripts to assist with the automation of migration projects; scripts may be modified/adapted/customized by the Service Provider
Online Training	Access to FalconStor University for up to five (5) Service Provider users
Sales Assistance	Provided by FalconStor to Service Provider on an Ad Hoc basis upon written request by Service Partner and approved by FalconStor, under its sole discretion
Marketing Assistance	Baseline collateral provided by FalconStor to Service Provider
Pipeline Review	Service Provider must have monthly calls with FalconStor Sales to discuss details of planned, ongoing and completed migration projects
Deal Registration	Service Provider must register each migration customer via email at the time the migration project begins; approval by FalconStor is not necessary
Registration Email	PowerVSMigration@falconstor.com

Each migration project must result in one or more StorSafe VTL instance(s) in the Cloud Platform shown in the table above that will be operational during the migration project and for customer's use for a period of at least six (6) months following completion of the migration project.

The total number of services hours provided by FalconStor at no charge for the combined total of Training and Implementation Services is shown as the Services Work Effort Threshold in the table above. The Service Provider shall direct FalconStor in the desired split of those hours between Training and Implementation Services. If additional services hours are requested by the Service Provider to FalconStor, those services hours will be billed at a rate of \$200 per hour.

This Program does not allow the Service Provider, under any circumstances, to install a StorSight server at a customer site.