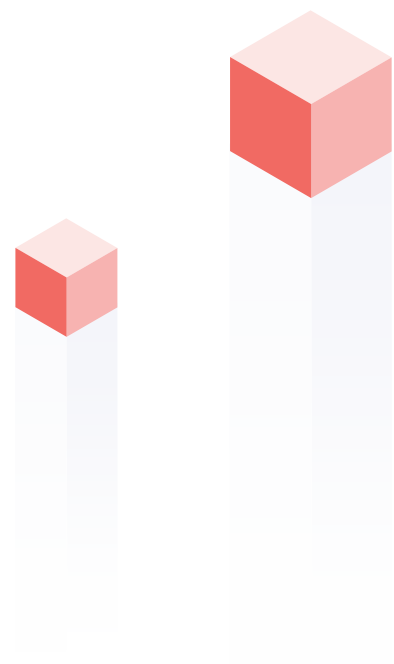
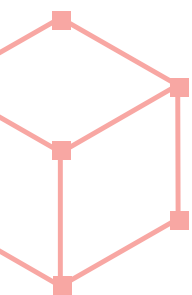




Partner Success Services: Standard Package

Denodo Partner Success Services (PSS) are Partner-directed services designed to provide support in specific, high-impact situations and engagements. These services are part of Boost.

BOOST - A DENODO PARTNER SUCCESS PROGRAM



Date: December, 2023

Overview

Denodo's Partner Success Services packages provide advisory/guidance support to Denodo's implementation partners during the delivery of use-cases utilizing the Denodo platform. These services provide a lightweight mechanism for Denodo and the Partner to collaborate and jointly drive towards successful outcomes for the customer.

Example Execution

The table below provides an example of the various engagements that could be scheduled through the duration of a three month project execution period.

MONTH 1		MONTH 2		MONTH 3	
Sprint 0	Sprint 1	Sprint 2	Sprint 3	Sprint 4	Sprint 5
Initiation Phase	Implementation Phase	Configuration and Development Phase			Go-Live Prep Phase
Readiness Review	Implementation Review	Design Review	Development Review	Development Review	Development Complete Review
Architecture and Design Review		Sprint Checkpoint Review	Sprint Checkpoint Review	Sprint Checkpoint Review	Go-Live Readiness Review

Meet-the-Expert Sessions

Resources	✓ Sr. Technical Resource ✓ Denodo SMEs ✓ Product Management/Engineering SMEs and other resources may be pulled in by the Sr. Technical Resource based on the nature and complexity of the reviews
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Note: Each sprint in the example is two weeks in duration

The number of boosters executed depends on the purchased Boost Partner Success Services Package (please see applicable Boosters below for the Standard Package)

Details

The table below defines a single unit of the Standard Package.

Note that a minimum purchase of three (3) units is required, with additional units available to be purchased.

PACKAGE	UNIT	PRICE/UNIT (USD)	DURATION
Basic	1 Month ¹	\$18,000	1 Month

¹ A Month is defined as four (4) consecutive business weeks.

² Pricing shown in US Dollars. Pricing is available in other currencies.

The Standard Package consists of a set of Boosters (technical reviews and guidance) and Meet The Expert Hours which are structured and scheduled over the duration of execution of the engagement.

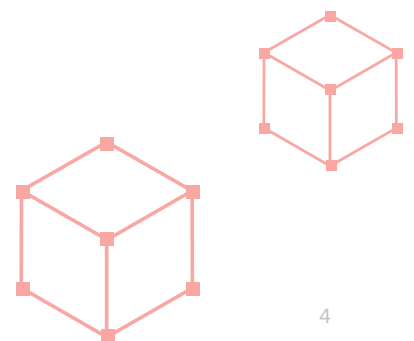
BOOSTERS

Boosters are mini-engagements to review specific technical aspects of a Denodo solution with the Partner delivery team. Each review has a designed purpose, function and output. The number of Boosters conducted could vary depending on the Partner Success Service package purchased.

PHASE	AREA	ALL AVAILABLE BOOSTERS	BOOSTERS AVAILABLE IN STANDARD ³
Initiate	Project Initiation Readiness	1. Project Initiation Readiness Review - Confirm readiness and provide recommendations	2
	Architecture and Design	1. Assessment - Data and Analytics ecosystem and architecture landscape	3
		2. Best Practices and Patterns Review - Development and extension of architectural and integration patterns across commonly used Denodo capabilities and toolsets.	
		3. Cloud Deployment Review - Cloud Deployment technologies and recommendations for public and private Cloud Use Cases	
Implementation	Implementation Review and Guidance	1. Installation Review - Review and guidance on Denodo Installation practices	5
		2. Caching Review - Review and guidance on Caching Strategy and Configuration	
		3. Scheduling Management Review - Review and guidance on Scheduling, Management and associated Best Practices	
		4. Security Strategy Review - Review and guidance on Development of Security Strategy (LDAP settings / configurations required)	
		5. Administration Best Practice Review - Review and and guidance on Administration Best Practices for backups and promotion to other environments	

³ Indicates the number of Boosters that could be selected from the available Boosters in the Area.

Development	Design Review and Guidance	1. Data Source Assessment - Identification and connection to data sources	7
		2, Base Views Review - Review and guidance on creation of base views.	
		3. Data Services Review - Review and guidance on the design of publishing data services strategy and client's access.	
		4. VCS Configuration Guidance - Configuration of VCS for working in a collaborative environment.	
		5. Security Strategy Review - Review and Guidance on Configuration of security strategy.	
		6. Analysis - Performance analysis of views.	
		7. DV Development Review - Development standards, best practices, and examples of Data Virtualization development.	
	Sprint Checkpoints	1. Sprint Checkpoint Reviews (at end of 2 week sprint).	4
	Development Reviews	1. Development Reviews (at beginning of Sprint 1 and Sprint 3).	3
Go-Live Preparation	Development Complete Review	1. Development Complete Review (at end of Sprint 6, or when development ends).	1
	Production Readiness Review	1. Production Readiness Review.	2



MEET-THE-EXPERT HOURS

These are joint sessions (Partner and Denodo) scheduled throughout the engagement period, where the Partner's delivery team members have the opportunity to ask questions, discuss design options, architectural direction etc with the Denodo technical resource. These are forums for additional learning and mentorship of the Partner's delivery team members.

Below is an example of how these hours could be scheduled over a three month period.

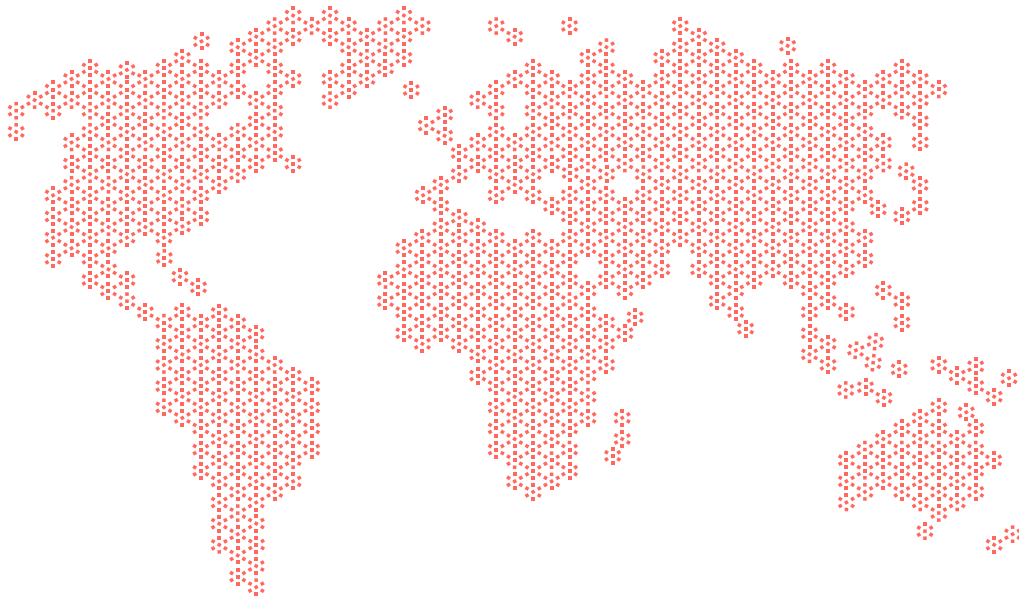
SPRINT 0	SPRINT 1		SPRINT 2		SPRINT 3		SPRINT 4		SPRINT 5
Wk 1, 2	Wk3	Wk 4	Wk 5	Wk 6	Wk 7	Wk 8	Wk 9	Wk 10	Wk 11, 12
2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs

Questions?

Email: success.partners@denodo.com

Not a Denodo partner?

Sign up here: [Partner Portal](#)



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