

Starburst Technology Partnership Program

Overview

Starburst has two platforms that are available to customers that are designed for analytics on large and complex data sets. Both platforms provide functionality for discovering, exploring, and accessing data that is distributed across multiple sources, geographical regions, and clouds. [Starburst Galaxy](#) is our cloud-native, fully managed analytics platform. [Starburst Enterprise](#) is our self managed analytics platform that can be deployed anywhere (on-prem, cloud, multi-cloud, hybrid cloud).

The Starburst Technology Partnership Program provides eligible partners access to our software, information and guidance on building integrations with the Starburst platforms, and assistance with go-to-market activities as time allows. Technology partners will be listed on our website and their integrations will be published in our documentation to highlight product compatibility and the strength of the relationship. Additionally, integrations with Starburst Galaxy will be published via [Partner Connect](#) to bring the partnership to the forefront of the Galaxy user experience. Through Partner Connect, users can quickly discover tools in the Starburst ecosystem from our key partners and easily connect them to their Galaxy clusters, providing a more seamless customer experience.

As a Technology Partner, you will be requested to commit to a set of mutually beneficial product integration and documentation requirements. Within this document, we outline these specific benefits and requirements. They are non-binding and will be completed in good faith.

Benefits of partnership

Product Experience

Technology partners will be listed on our website in our [Partners directory](#) and their integrations will be listed in the [client guides section of our documentation](#).

Additionally, for integrations with Starburst Galaxy:

- Integrations with key Technology Partners are showcased in [Partner Connect](#), a portal within Galaxy that brings partner connections to the forefront of the user experience:
 - Occupy a tile in the respective ISV category, which contains information on your product and allows users to connect to your client tool
 - Display a button that allows users to download your client-specific connection file
 - Display a button that brings users to your login window in a web browser
- Opportunity to enhance usability by allowing users to connect to your client tool in 4 clicks or less via deep links (user, connection, and authentication information to be integrated via API)
- Opportunity to offer free trial access to promote brand awareness
- Publically available quickstart guides and documentation
- Access to our Product team and participation in roadmap discussions to drive meaningful customer impact
- Assistance from our Engineering team on development, testing and support of the integration

Marketing

- Dedicated space on our website and public documentation
 - For Starburst Galaxy integrations:
 - Dedicated tile in Galaxy UI (via Partner Connect)
 - New user pipeline generated from Galaxy usage (Partner Connect)
- Access to our Marketing team to discuss initiatives as the partnership evolves.

These may include:

- Demo video highlighting enhanced capabilities and joint value proposition
- Blog post demonstrating our joint messaging and value proposition, with customer success stories as they become available
- Social media amplification
- Opportunities to co-market (e.g. events), or sponsor Starburst events and connect with our customers

Sales

- Included in the set of category partners our sales team recommends
- Opportunity to speak about your solution and your perspective on the integration and partnership to Starburst field teams
- Access to our Partners team to enable your field teams on the partnership and integration. These may include:
 - Joint account planning and field communications
 - Joint slack channel for direct field sales collaboration

Requirements of partnership

Product

- Complete the [in-take form](#) which requests information on your company and solution(s)
- Build an integration with at least one Starburst platform
 - The [Starburst Integration guide](#) is available to provide guidance
- Thorough testing of the integration, including adhering to Starburst standards (e.g. security, privacy, performance)
- On-going improvement, maintenance, and validation with latest releases of Starburst
 - Respond to errors and bugs in a timely manner
- Publically available documentation on the integration

Marketing

- Material or input on use cases, customer stories, reference architecture, documentation, demo video, and guides for advanced users
- Starburst logo listed on website

Sales

- Support staff to help Starburst users troubleshoot / explore your product
- Enablement for Starburst field teams on your product and any integrations with Starburst
- Access to Partner team for joint account planning and field communications, such as participating in joint Slack channel and sharing of joint account information (e.g. via Crossbeam)

Ready to become a Starburst technology partner?

Apply [here](#). Contact technology-partners@starburstdata.com for questions about the application.