

# CLUSTERA CONNECT SOLUTION COMPETENCIES

Validation for partner solutions based on the Clusera Data Platform



SOLUTION COMPETENCY

## Why attain a Solution Competency?

- Customer confidence**  
 Demonstrate your expertise, technical capabilities, industry know-how, repeatable solution assets, and proven customer success to Clusera customers
- Joint go-to-market activities**  
 Promote your solution together with Clusera through the [Clusera Solutions Gallery](#), joint collateral and customer success stories, and other go-to-market activities
- Clusera Connect benefits**  
 Attain a higher tier within the Clusera Connect program to access additional partner benefits

Clusera Connect Solution Competencies enable you to demonstrate to joint customers that your company has the expertise, technical capabilities, industry know-how, repeatable solution assets, methodologies, and proven customer success on the Clusera platform to address specific enterprise data use cases. In addition to Solution Competencies that address business problems across many types of Clusera customers, partners can attain Industry Competencies that highlight industry know-how and proven customer success on the Clusera platform in a specific vertical market.

System integrators, ISVs, and resellers are all eligible to attain a Solution Competency. This program is available to partners at the Silver tier and above. To request an Industry Competency, you must first obtain a Solution Competency.

## Go to Market with Clusera

Solution Competencies recognize the Clusera Connect partners who have the capabilities and proven customer success that Clusera customers need as they transform their data strategies.

As such, Clusera invests in promoting and presenting these joint solutions during sales engagements. Benefits for partners with Solution Competencies and Industry Competencies include:

- Special badge as a Solution Competency Partner / Industry Competency Partner, with a listing on the Clusera corporate website
- The right to use the Clusera Connect Solution Competency / Industry Competency logo on your website and in your promotional content
- Eligibility to provide a listing in the [Clusera Solutions Gallery](#) on the Clusera website
- Lead routing via an information request form included on the Clusera Solutions Gallery
- Webinars to the Clusera field (Gold partners and above) and to prospective customers (Platinum partners)
- Joint collateral, including a solution data sheet and customer success stories
- Joint blog posts and press releases on customer successes\*

## Show Your Distinct Expertise

Solution Competencies can be attained for categories of business problems for which Clusera customers are seeking solutions. They help you highlight your distinct expertise, from customer analytics to IoT to compliance to technology modernization. Industry Competencies are available in the key vertical markets in which Clusera has a presence.

**About Cloudera**

At Cloudera, we believe that data can make what is impossible today, possible tomorrow. We empower people to transform complex data into clear and actionable insights. Cloudera delivers an enterprise data cloud for any data, anywhere, from the Edge to AI. Powered by the relentless innovation of the open source community, Cloudera advances digital transformation for the world's largest enterprises.

Learn more at [cloudera.com](http://cloudera.com)

**Connect with Cloudera**

About Cloudera:

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[vision.cloudera.com](http://vision.cloudera.com)

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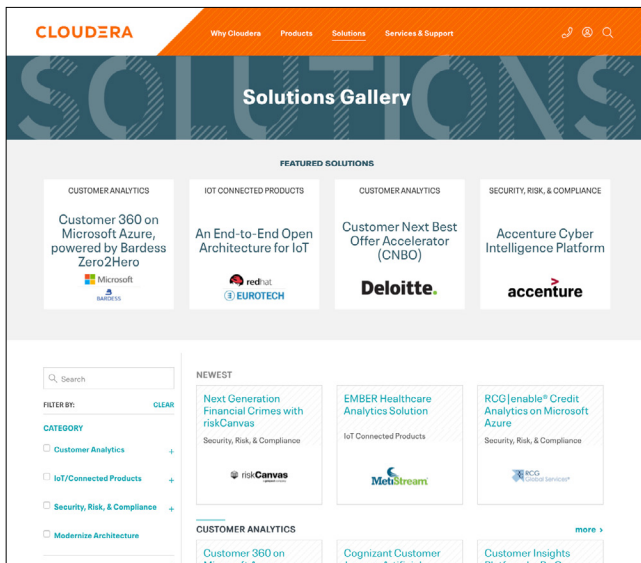
[youtube.com/user/clouderahadoop](https://youtube.com/user/clouderahadoop)

Join the Cloudera Community:

[community.cloudera.com](http://community.cloudera.com)

Read about our customers' successes:

[cloudera.com/more/customers.html](http://cloudera.com/more/customers.html)



*The Solutions Gallery provides detailed information about partner solutions with Solution Competencies and Industry Competencies.*

**Attain Competencies with Guidance at Every Step**

<b>REQUEST</b>	<ul style="list-style-type: none"> <li>Send a request to the Cloudera Connect team by filling out the Solution Competency form, available on the partner portal.</li> </ul>
<b>DOCUMENT</b>	<ul style="list-style-type: none"> <li>With your request, provide a high-level solution architecture specific to Cloudera products, with integrations and security details as appropriate.</li> <li>Include two use cases from customers who are live with the solution. For an Industry Competency, these two use cases must be from customers in the same industry.</li> </ul>
<b>REVIEW</b>	<ul style="list-style-type: none"> <li>The Cloudera Connect Solutions Competency team reviews your submission. Be prepared to respond to clarifying questions on the architecture or solution design to facilitate the approval process.</li> </ul>
<b>COMPLETE</b>	<ul style="list-style-type: none"> <li>Receive your confirmation and Solution Competency / Industry Competency logo from Cloudera.</li> <li>Provide content for the Cloudera Solutions Gallery using the template provided.</li> </ul>
<b>REFRESH</b>	<ul style="list-style-type: none"> <li>Update your solution to take advantage of new Cloudera capabilities, and notify us of any changes.</li> </ul>

**Get Your Cloudera Solutions Recognized Today**

Join our growing list of Solution Competency and Industry Competency partners. You'll find all the information you need on the Cloudera partner portal.

[Learn more](#) about Cloudera Solution Competencies and apply to join on the Cloudera website.