Starburst Galaxy

Starburst Galaxy Technology Partnership Program

Overview

Starburst Galaxy is a cloud-native, fully managed data lake analytics platform designed for large and complex data sets. It provides querying functionality for discovering, exploring and assessing data that's distributed across multiple clouds, geographical regions and data sources. With Partner Connect, users can easily discover tools in the Starburst ecosystem from our key partners, and seamlessly connect them to their Galaxy clusters.

The Galaxy Technology Partnership Program provides eligible partners access to information and assistance to integrate with Galaxy via Partner Connect, bringing the partnership to the forefront of the Galaxy user experience. The integration also serves as the foundation for providing a better end customer experience, and strengthens our product compatibility for progressive integrations and joint go-to-market.

As a Technology Partner, you will be requested to commit to a set of mutually beneficial product integration 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

- Integrations with key Technology Partners are showcased in [Partner Connect](#), a portal within Galaxy that brings partner connections to the forefront of users:
    - Occupy a tile in the respective ISV category, containing 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 Partner Connect feature by allowing users to connect to your client tool via deep links or sign up for a free trial in 4 clicks or less (user, connection, and authentication information to be integrated via API)
- Publically available quickstart guides and documentation for user setup
- 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 in Galaxy UI (via Partner Connect), our website, and public documentation
  - New user pipeline generated from Galaxy (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

- Integrate with Galaxy ([Partner Connect](#))
  - Complete the [in-take form](#) which contains information on your Partner Connect tile
  - Build an integration with Galaxy by following [this guide](#)
- Joint testing for integration and features, including adhering to Starburst standards (e.g. security, privacy, performance)
- On-going improvement and maintenance
- Publically available documentation on the integration
- Update to stay compatible with latest software releases
  - Respond to errors and bugs in a timely manner

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

- Representatives that help Galaxy users troubleshoot / explore partner product
- Training for field team on any enhanced integrations in future
- 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 *partners@starburstdata.com* for questions about the application.