



Tintri Featured in CRN's 2018 Partner Program Guide

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Annual guide recognizes the IT channel's top partner programs

MOUNTAIN VIEW, Calif.--(BUSINESS WIRE)--Apr. 6, 2018-- Tintri, Inc. (NASDAQ: TNTR), a leading provider of enterprise cloud platforms, announced today that [CRN](#), a brand of [The Channel Company](#), has recognized Tintri in its 2018 Partner Program Guide. This annual guide is the definitive listing of partner programs from technology vendors that provide products and services through the IT channel.

To compile the guide, The Channel Company's research team assessed each vendor's partner program based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication.

Tintri regularly adapts its partner program to include the solutions, training, enablement and incentives that meet its partners' constantly evolving needs. For example, Tintri offers a cloud certification program—Tintri Certified Cloud Expert (TCCE)—for partners seeking to advance their cloud practice and develop value-add offers. This program prepares partners to offer cloud services to their customers, distinguishing them in competitive situations as strategic advisors and generating opportunities for consulting and integration services.

"Finding the right technology vendor to partner with can be a daunting task, given the vast array of choices now available to solution providers," said Robert Faletra, Executive Chairman of The Channel Company. "CRN's Partner Program Guide helps them narrow the field and find the best fit, identifying the most rewarding partner programs and providing crucial insight into their strengths and benefits. We are pleased to present our 2018 PPG list, recognizing the strongest partner programs in the channel today."

"As a company that proudly sells through the channel, this recognition reaffirms our continued investment to help partners offer differentiated products and solutions," said Michael Lombardo, vice president of channel sales at Tintri. "Tintri's technology is one of the simplest to manage in the data center, and our value prop and support makes it rewarding to sell for our partners."

The 2018 Partner Program Guide will be featured in the April issue of CRN and online at www.CRN.com/ppg.

About Tintri

Tintri (NASDAQ: TNTR) offers an enterprise cloud infrastructure built on a public-cloud like web services architecture and RESTful APIs. Organizations use Tintri all-flash storage with scale-out and automation as a foundation for their own clouds—to build agile development environments for cloud native applications and to run mission-critical enterprise applications. Tintri enables users to guarantee the performance of their applications, automate common IT tasks to reduce operating expenses, troubleshoot across their infrastructure, and predict an organization's needs to scale—the underpinnings of a modern data center. That's why leading cloud service providers and enterprises, including Comcast, Chevron, NASA, Toyota, United Healthcare and 20 percent of the Fortune 100, trust Tintri with enterprise cloud.

For more information, visit www.tintri.com and follow us on Twitter: @Tintri.

About the Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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