

### Overview

The Instaclustr Startup Program delivers a range of benefits including credits for our managed solutions and enterprise support services.

Instaclustr is passionate about helping new ventures access the power of Apache Cassandra® and complementary open source data management technologies such as Apache Kafka® and Apache Spark™, to drive innovation. We provide a specialized program that aims to enable eligible companies to deploy applications using these exciting technologies in the most cost-effective and efficient way possible.



### Program Commitment

No specific commitments other than our normal terms of services is required to be a part of the Instaclustr Startup Program. However, we do request that all participants allow us to publicly identify them as a customer and help us with promoting the program and our services.

### Eligibility Requirements

To be eligible for inclusion in the program, your company must have less than \$1M in annual revenue and less than \$10M in capital raised. Participation is limited to one year for all companies that have been accepted into the program.

### Program Tiers

The Instaclustr Startup Program has the following membership tiers:

- **Disruptor**

This tier of membership is limited and has been reserved for those companies that are well funded with key investors. Typically, this customer will also have cloud provider credits and will be running our service under their own cloud provider account (RIYOA). This tier will receive up to \$10,000 worth of InstaCredits and other benefits as listed below.

- **Innovator**

This tier of program membership provides those companies that have an idea that we believe is both innovative and potentially transformative. These customers will be looking to initially run the service in our cloud provider account (RIOA). We know that our products and support will help to fuel growth and make the product successful and you will also receive up to \$5,000 in InstaCredit and other benefits listed below.

- **Founder**

This is our entry level for the program, this provides founders and companies that have been bootstrapped with access to some service credits and additional consulting service discounts to help with deciding on deploying Apache Cassandra®, Apache Kafka® for their application. You will receive up to \$2,000 worth of InstaCredits and 20% off all consulting services.

## FAQs

### What are InstaCredits?

InstaCredits are service credits that can be used specifically for InstaClustr managed solutions. InstaCredits are not used to pay for cloud provider charges.

### What happens if I also have cloud provider credits?

You can use your cloud provider credits with us for RIYOA and may be able to do so for RIOA services but you would need to discuss this with us first.

### Can I extend the use of my InstaCredits?

InstaCredits are valid for 12 months and can be used either all up front or staged over the 12-month period.

### What is the difference between RIYOA and RIOA?

**RIYOA** stands for *Run In Your Own Account* and means that you will be operating our service through your own cloud provider account and you will be paying for the cloud provider charges directly.

**RIOA** stands for *Run In Our Account* and means that InstaClustr pays directly for all cloud provider charges and passes these onto our customers at cost.

## Program benefits

Benefits	Founder	Innovator	Disruptor
InstaCredits	\$2000	\$5000	\$10,000
Production	No charge	No charge	No charge
Initial Data Model	No charge	No charge	No charge
Training	Free introduction to Apache Cassandra or Apache Kafka	Free introduction to Apache Cassandra or Apache Kafka	Free introduction to Apache Cassandra or Apache Kafka
Included Extras	Access to all add-ons such as Apache Spark™ and Apache Lucene™ at no extra charge.	Access to all add-ons such as Apache Spark™ and Apache Lucene™ at no extra charge.	Access to all add-ons such as Apache Spark™ and Apache Lucene™ at no extra charge.

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