

Referral Partner Program Guide

Infinite Flexibility. Absolute Certainty.

Today's modern enterprises are hybrid, distributed, digital, and global. At Csquare, we believe in meeting our customers where they are on their digital infrastructure journey, and we know our strategic partners are critical to our success. We put our customers in the center of everything we do. While other data center providers focus on wild promises, impressive jargon, and proclamations about the future, we focus on something else: What works. What endures. What lasts. We believe when we build things the right way, our customers will be ready for anything. It's through this lens we think about our partnerships, building a solid and core foundation from which we can grow together, enabling our customers to solve their critical IT challenges.

Partner with Csquare, Uncover a World of Opportunity

Pressures continue to rise for your customers. Universally, they are concerned with space and power capabilities, budget controls, speed to market, and levels of service. In addition, IT leaders need a provider that can meet their growing technology requirements to maintain a competitive advantage. At Csquare, we're empowering businesses with enhanced data center solutions offering the speed, scale, and agility they require for continued growth.

Csquare is also making the data center smarter and more agile, with on-demand services provisioning and a software-programmable network for rapid extensibility and interconnectivity that can keep pace with the modern enterprise's distributed workloads. As a top market leader in colocation and interconnection, we operate a footprint of world-class data centers in 30 markets around the world, providing services to more than 2,000 leading enterprises and U.S. federal government agencies.

The Csquare Referral Partner Program enables you to help optimize your customer's hybrid IT by leveraging our global footprint, proven operational excellence and flexible products to fuel innovation, growth and resiliency.

Why Partner with Csquare?

Partners have always been at the core of our go-to-market strategy, so we know optionality and flexibility within the Referral Partner Program is critical. Our program provides Master Agents, Agents, Brokers and Influencer Partners the ability to expand their addressable market by referring qualified colocation services to Csquare for competitive fees.

Key Benefits

Worldwide data center footprint provides opportunity to sell infrastructure solutions globally

Colocated compute and storage capacity delivered in an on-demand model

Faster time to market from on-demand programmable interconnection services

Industry leading Referral Partner Program focused on achieving these key tenets:

- **Prompt response to inquiries**
- **Open Communications**
Keeping you informed
- **Accuracy**
Paying compensation accurately
- **Dedicated Service**
Providing focused Channel Directors to work with on deals

Through the Csquare Referral Partner Program, you have the opportunity to:

- Offer your customers the space and power they need now, with room to grow through our massive scale and local presence in critical markets
- Connect customers to our expansive ecosystem of networks and cloud on-ramp providers
- Transform traditional colocation opportunities with click-to-provision access to services offered through our Csquare Digital Exchange™
- Expand your addressable market with net new opportunities
- Generate a profitable new revenue stream by integrating Csquare colocation and interconnection capabilities into your core offerings for an end-to-end solution
- Reinforce your trusted advisor status and value you bring to your network
- Earn competitive fees on qualified referral partner deals
- Help customers shorten their time to market and reduce their operating expenses

The Csquare Value Proposition

Colocation Services

Experienced, certified, and focused on your customers' success, we help your customers architect the best infrastructure environments. We're here to help provide support so they can restore focus on their strategic IT initiatives

We offer a range of Gold Support options to manage routine remote hands services for your customers' offerings, including server reboots, telecommunications support, rack and stack, OS loads, and tape back-ups. Our tenured operations teams provide support every step of the way.

Csquare Digital Exchange & Ecosystem

The Csquare Digital Exchange™ platform offers the security, control and performance of dedicated colocation infrastructure in an on-demand model. Seamlessly extend your existing colocation environment or rapid expansion into new markets without capital expenditures, lengthy implementation cycles, depreciating assets, or additional local staff. The Csquare Digital Exchange™ enables innovative point and click provisioning that reduces your customer's deployment time from months to days. Through the platform, your customers can access a robust ecosystem of trusted technology providers offering vast compute, network, storage and security solutions.

On-Demand Interconnection

As one of the largest interconnection providers, our carrier-and-cloud neutral, densely connected global data centers deliver the local, global and cloud connectivity options your customers need for today's distributed hybrid IT. Through the Csquare Digital Exchange™ platform, they can deploy virtual cross-connects and private connectivity within our facilities, across a metro, and cloud on-ramps, speeding and simplifying data center interconnection to accelerate their time-to-market.

Referral Levels: Colocation Services

Colocation Space, Power, and Network

Power Commitment	Gold	Platinum*
Up to 500 kW	12% of the monthly eligible revenue	15% of the monthly eligible revenue
501 kW to 999 kW	10% of the monthly eligible revenue	12% of the monthly eligible revenue
1,000 kW to 4,999 kW	4% of the monthly eligible revenue	4% of the monthly eligible revenue
Above 5,000 kW	2% of the monthly eligible revenue	2% of the monthly eligible revenue

For example, if the power commitment is 1,500 kW, the fees will equal 4% of the monthly eligible revenue.

**Platinum Level is achieved with 100,000 USD net new bookings annually.*

Program Terms

- Participation in the Referral Partner Program is subject to the terms and conditions of the referral agreement between you and Csquare.
- Deal registration is a critical component of our program. All business opportunities need to be registered and approved by Csquare through the Partner Portal to constitute a valid referral of the applicable Csquare products or services. Once approved, Csquare will work closely with you to provide the best possible solution. Registrations are valid for 120 days.
- Partner must register the opportunity and enter into a valid referral agreement with Csquare in order to qualify for fees.
- NRC, pass through, escalators, cross connect re-rates, ecosystem partnership resale solutions, and other surcharges do not count towards the fee calculation.
- Referred colocation services and Csquare Digital Exchange™ opportunities must have a minimum 12-month term to be eligible for fees.
- Csquare reserves the right to make changes to products and services eligible for sale under the Program.
- Where multiple partners have registered the same deal, Csquare shall ask the underlying customer to provide a letter of agency (LOA) appointing one partner as the preferred partner for the opportunity. In no event will Csquare pay fees to more than one partner for an opportunity.
- During the referral agreement term:
 - For deals booked on or after April 1, 2025, the first renewal of an eligible contract is automatically deemed to be registered and accepted as an opportunity, subject to the terms of the referral agreement. Any subsequent renewals may be registered as opportunities by following the registration process at least ninety (90) days prior to renewal of the customer contract.
 - Expansions and add-ons (including cross connects), relating to eligible contracts are automatically deemed to be registered and accepted as opportunities, subject to the terms of the referral agreement.