PARTNER NETWORK 2025

Quandela
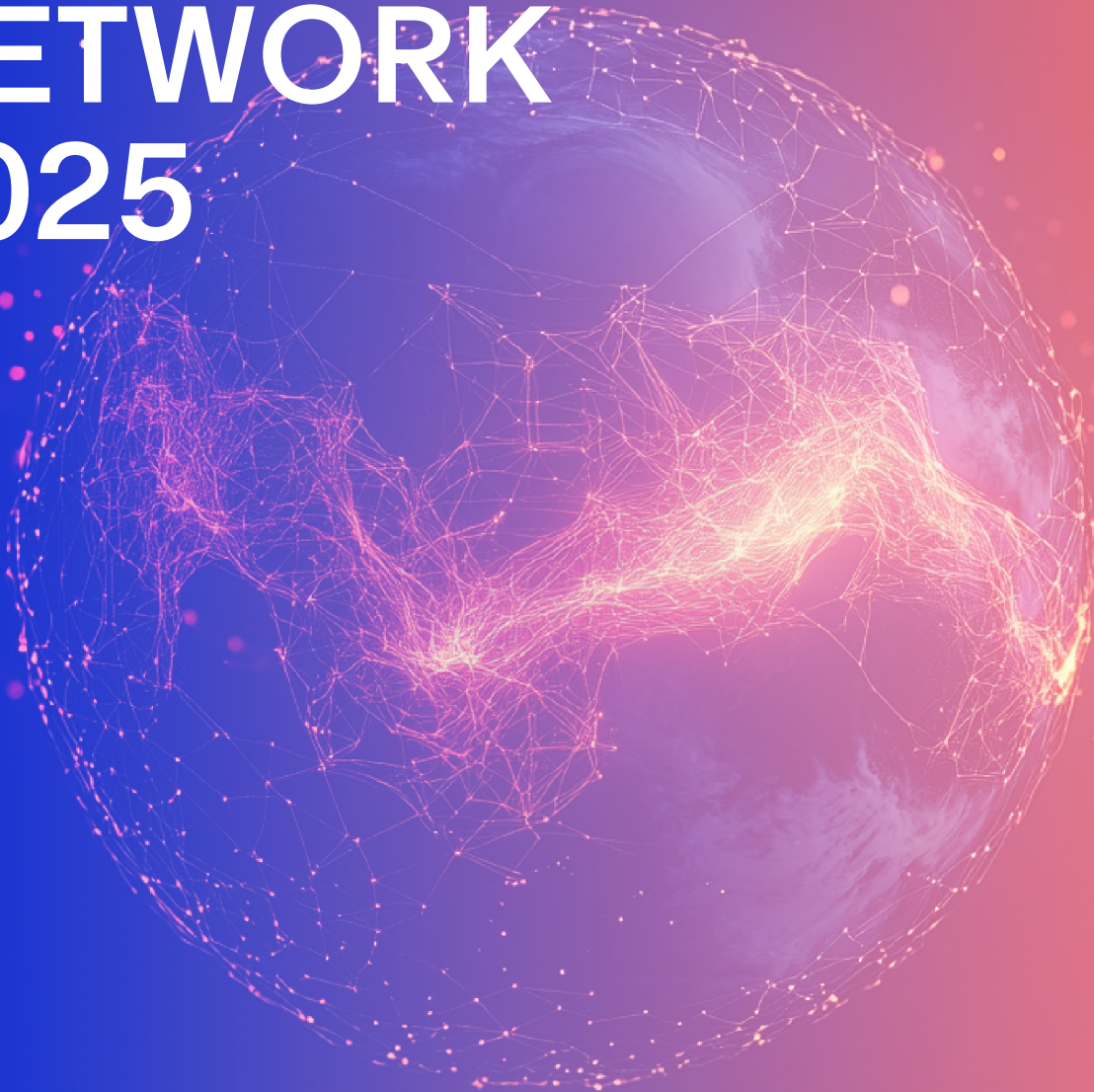
OUR VISION

Welcome to the Quandela Partner Network!

The Quandela Partner Network represents our commitment to fostering an ecosystem where technology providers, research institutions, system integrators, and consulting firms can unite their strengths with our deep quantum expertise and proven track record in photonic technology. By joining our partner network, you become part of an exclusive community that benefits from comprehensive support and shared innovation, where mutual growth becomes a natural outcome of our collaboration.

We believe that the future of quantum computing will be shaped not by individual companies, but by strategic alliances that combine complementary strengths and shared ambitions. Whether you're developing cutting-edge applications, integrating quantum solutions, or pioneering new use cases, together we can address complex challenges and unlock unprecedented opportunities in the quantum era. By combining Quandela's pioneering photonic quantum computing expertise with your unique capabilities, we can accelerate the adoption of quantum solutions across diverse sectors.

We are thrilled to have you join us on this extraordinary journey. Let's work together to push the boundaries of what's possible and establish new standards of excellence in quantum computing.

NICCOLO SOMASCHI
CEO, QUANDELA

TABLE OF CONTENTS

WELCOME TO QUANDELA PARTNER NETWORK

The Quandela Partner Network is a reflection of the power of collaboration and expertise, designed to be 100% partner-centric.
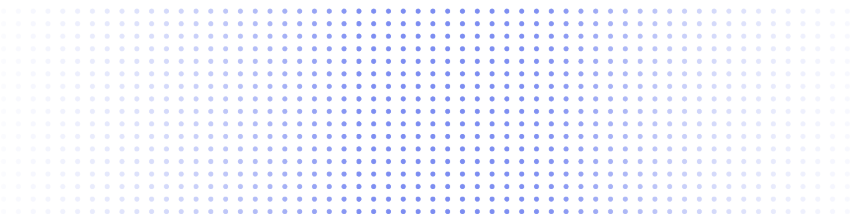
It's a strategic alliance where key ecosystem partners come together, building a relationship founded on trust and a shared commitment to mutual success.

Partners are provided with comprehensive support to navigate the market, leveraging go-to-market benefits that are essential for rapid and effective market penetration.

This program underscores the importance of synergy in the quantum field, illustrating that through unity and combined strengths, partners can achieve far more than they could alone.
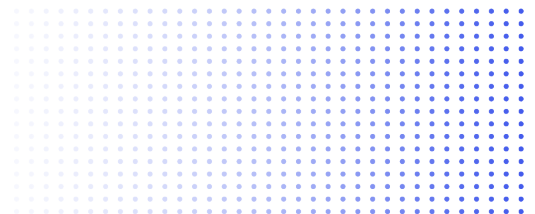
Engaging with Quandela means joining a forward-thinking network, poised to redefine the future of technology.

The Quandela Partner Network is an exclusive opportunity for visionary partners to join us on the quantum transformation journey. This program is designed to harness the collective power of innovation and collaboration, pushing the boundaries of what's possible. By leveraging quantum advantage reach, our partners will gain access to cutting-edge technologies and resources, enabling them to drive unparalleled growth and success.

Together, we will explore the quantum frontier, tackling the world's most complex industrial and societal challenges with transformative solutions and paving the way for collective progress.

WHAT ABOUT QUANDELA?

At Quandela, our mission is to create the first useful quantum computer, empowering organizations to achieve their quantum transformation.

We are committed to pioneering advancements in quantum technology, ensuring that businesses and industries can harness the unparalleled computational power that quantum computing promises.

By pushing the boundaries of what's possible, we aim to deliver solutions that drive innovation, efficiency, and competitiveness in an increasingly complex digital world.

Our offerings

On-Premise Data center/ HPC Ready Quantum Computing Systems

Quandela provides cutting-edge quantum computing systems designed for seamless integration into existing data center and high-performance computing (HPC) environments. **Our on-premise solutions include high-performance quantum hardware, flexible APIs, and comprehensive programming software licenses.** To ensure your systems remain at the forefront of technological advancements, we also offer regular upgrades and dedicated maintenance support. These solutions empower organizations to maintain full control over their quantum infrastructure while benefiting from Quandela's expertise and innovation.

Cloud Access

For organizations seeking scalable and accessible quantum computing resources, Quandela offers robust cloud-based solutions. **Quandela Cloud includes quantum processors that deliver high computational power without the need for on-site hardware.** The quantum algorithm toolbox simplifies the development and execution of complex quantum algorithms, while GPU-enhanced emulators provide a powerful platform for testing and optimizing algorithms in a virtual environment. These offerings make it easier for businesses to explore quantum computing, regardless of their existing infrastructure.

Services

In addition to our hardware and cloud offerings, Quandela provides a suite of professional services designed to support organizations at every stage of their quantum journey. Our training programs on Quandela Hub are tailored to upskill your team, ensuring they are equipped with the knowledge and skills to leverage quantum technology. **Our Quantum Acceleration Program (QAP) offers strategic insights and expert guidance to help you navigate the complexities of quantum transformation.** We also engage in co-development projects and use cases working alongside your team to provide customized quantum solutions to your clients.

WHY PARTNERING WITH QUANDELA ?

At Quandela, we are leading the charge in quantum innovation as the world's foremost photonic manufacturer of solid-state quantum light emitters.

Our cutting-edge technology, recognized for producing the most efficient qubit generators, places us at the pinnacle of the quantum revolution. Photonics is not just a promising path; it's the optimal platform for the universal quantum computers we all aspire to build.

Proven Manufacturing Processes
Our photonic components are crafted using mature semiconductor fabrication methods, ensuring reliability and scalability right from the start.

Simplified Integration
Unlike other quantum technologies, photonic qubits operate at ambient temperatures, reducing the need for complex cooling systems and allowing for seamless integration into existing data centers.

Energy Efficiency
Photonic systems boast low power consumption, aligning with modern demands for sustainable, energy-efficient computing.

Seamless Connectivity
Our technology can easily interconnect with conventional optical fiber and integrate with classical CPUs and GPUs, a natural fit for modern IT infrastructures.

Partnering with Quandela means joining forces with a leader in quantum technology, committed to making quantum computing both accessible and practical for your organization.

Our go-to-market strategy is built around the strength of collaboration, where you become part of a powerful network that drives quantum innovation and expands the reach of groundbreaking technologies.

We are dedicated to democratizing quantum hardware, making it accessible so that businesses of all sizes can leverage its immense potential.

As a partner, you'll join a vibrant community of quantum professionals who are at the forefront of pushing the boundaries of what's possible.

We are also deeply invested in developing industry-specific solutions, ensuring our technology is finely tuned to address the real-world challenges your industry faces. With a strong focus on photonics, Quandela offers you the most advanced and integrative quantum technology available, enabling you to harness the full potential of quantum computing in your operations.

Our Business Objectives

As a partner, you'll benefit from our clear and focused business objectives, which are designed to support mutual growth and success:
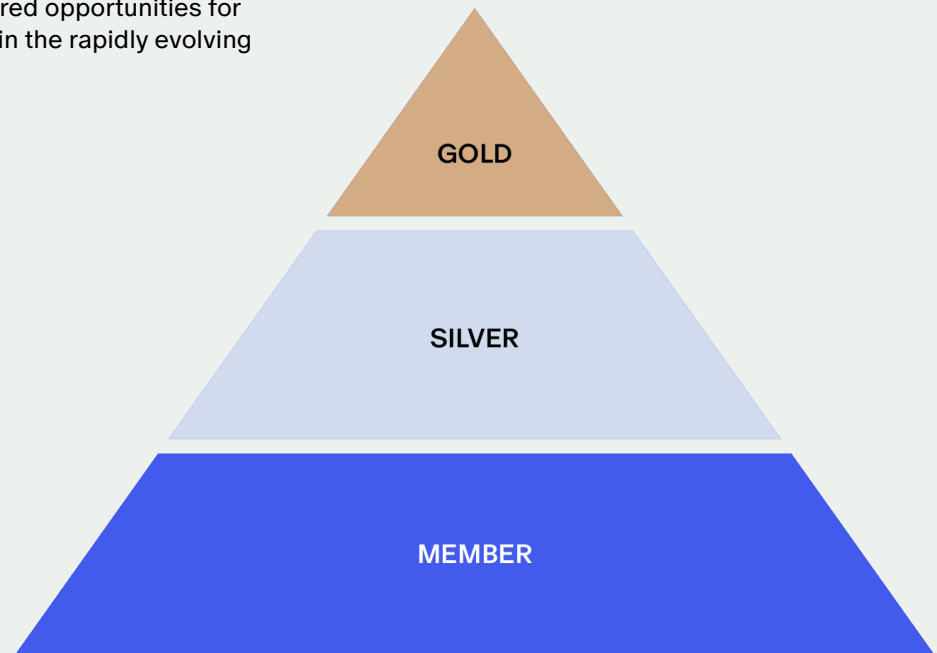
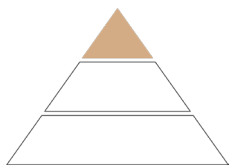|	
ACCELERATING TECHNOLOGY ADOPTION	We are dedicated to accelerating the adoption of Quandela's technologies, ensuring that your organization stays at the forefront of quantum innovation.
CO-DEVELOPING INNOVATIVE SOLUTIONS	Collaboration is key. We work closely with our partners to co-develop quantum solutions that directly address your unique challenges and opportunities.
EXPANDING OUR REACH TOGETHER	Through regional hubs and global partnerships, we aim to extend our commercial reach, bringing quantum technology to new markets and industries.
BUILDING CREDIBILITY AND INFLUENCE	As a Quandela partner, you'll be part of a respected and influential community within the quantum computing landscape.
CREATING SYNERGIES FOR QUANTUM TRANSFORMATION	We believe in the power of synergy. By aligning our strengths, we can accelerate quantum transformations and achieve remarkable results together.

TIERS & REQUIREMENTS

The more committed you are to mutual business success with Quandela, the greater your access to a wide range of benefits

The Quandela Partner Program is designed to empower organizations at all stages of their quantum journey.

Our program offers three distinct tiers — Gold, Silver, and Member — each providing tailored opportunities for growth, collaboration, and success in the rapidly evolving quantum computing landscape.
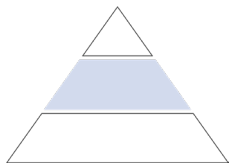
GOLD

SILVER

MEMBER

GOLD

To achieve Gold status, partners must demonstrate a deep commitment to collaboration and client engagement. This includes developing comprehensive client relationship maps to fully understand and enhance customer interactions, identifying and pursuing opportunities for co-development with clients to drive joint innovation, and executing co-branding and co-marketing initiatives to mutually promote products and services.

These efforts reflect the highest level of partnership, focused on long-term growth and shared success.

✓ Co-author technical whitepapers to highlight joint innovation

✓ Collaboratively design and implement a strategic influence plan

✓ Lead and execute large scale quantum transformation projects
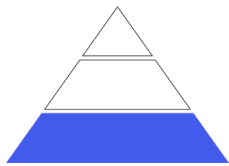
SILVER

To reach Silver status, partners need to actively foster collaboration and drive business growth. This includes creating connections within the partner network to leverage shared expertise, validating a joint list of target accounts to ensure alignment and focus, and taking steps to create sales demand by generating leads and identifying new business opportunities.

Silver-tier partners are committed to building strong relationships and driving mutual success.

✓ Showcase your success by publishing use cases & customer stories

✓ Enhance your expertise with advanced training to grow your team of quantum certified specialists

✓ Secure a minimum of 3 new projects annually
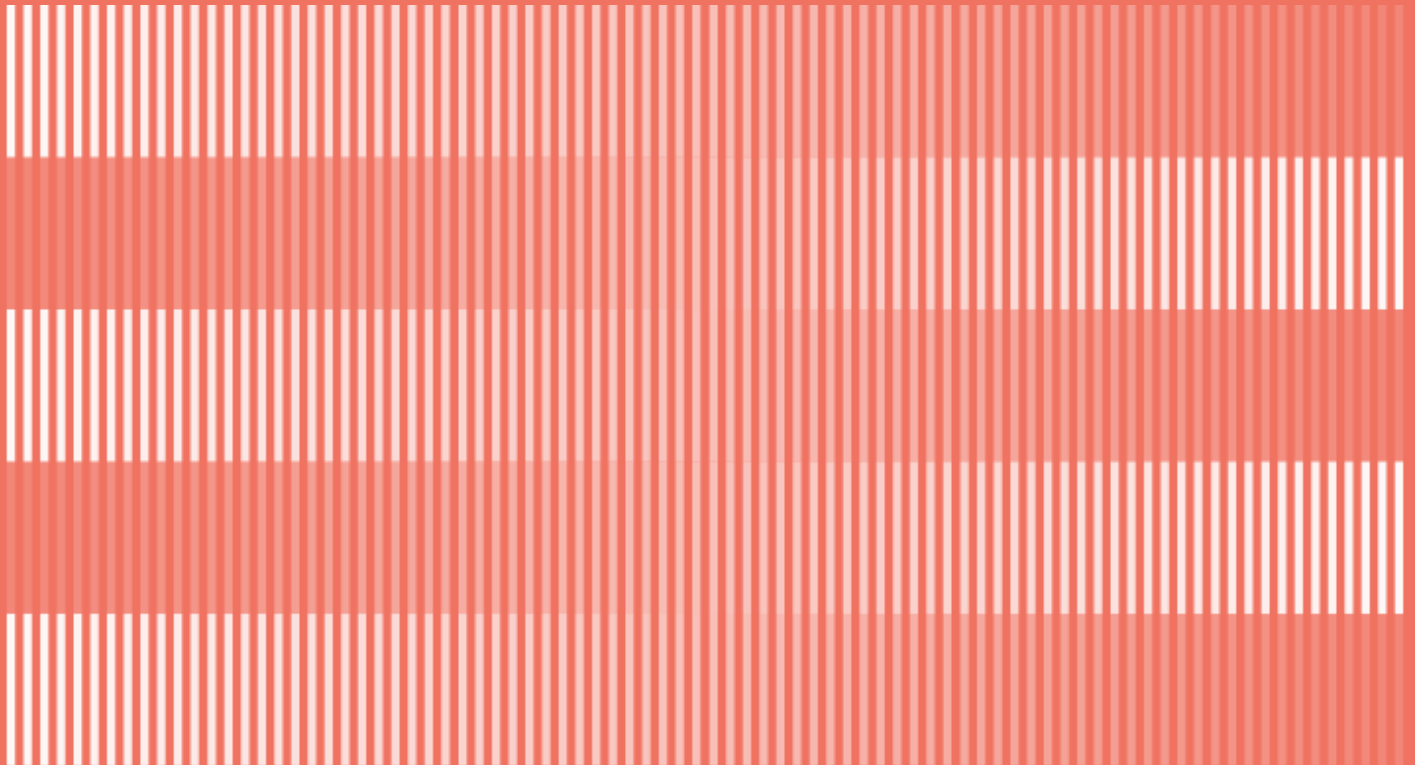
MEMBER

Partners must sign a joint NDA and partnership agreement to ensure mutual trust and confidentiality, complete the membership details to formalize the relationship, and provide digital resources such as their company logo and a quote for co-marketing purposes.

This entry-level tier is designed to establish a solid starting point for future collaboration.

✓ Develop quantum knowledge through comprehensive training

✓ Explore and leverage our resources on Quandela Hub : Cloud, Perceval, Training Center

✓ Start building your first quantum offer with Quandela's expert guidance

ROUTES TO MARKET

We offer five distinct routes to market, each with a tailored onboarding process to support you on your journey

01

HPC and Data Centers

provide the infrastructure and computational power necessary for running large-scale quantum simulations and computations

02

Quantum Application Software Vendors

develop software applications such as algorithms, frameworks, and tools designed to leverage quantum computing capabilities

03

System Integrators

integrate quantum solutions into existing IT infrastructures through consulting, implementation, and support services to ensure seamless integration and optimal performance

04

Educational Services

offer training programs and certifications to educate individuals and business about quantum computing

05

Quantum Solutions Providers

resell cloud services, quantum computing hardware and software solutions

GENERAL BENEFITS

Quandela's partner program offers a range of benefits designed to drive growth and innovation. These advantages are supported by cutting-edge features that enable our partners to unlock the full potential of their collaboration with us.

Develop expertise

By accessing our comprehensive training programs and the Quandela Hub, partners will gain deep quantum knowledge while staying ahead of industry trends. With continuous updates through our Quandela Cloud and Perceval, you'll always maintain a competitive edge in the rapidly evolving quantum landscape.

Accelerate go-to-market

As the quantum industry rapidly expands, time-to-market is critical. Quandela is equipped to help you seize this momentum, offering co-marketing opportunities, sales collaboration, and technical support to ensure that your solutions reach the market quickly and effectively. With our forward-thinking approach and readiness for the industry's evolution, you'll be positioned to grow alongside this groundbreaking technology.

Expand your commercial reach

By joining Quandela's expanding ecosystem of partners, you'll gain access to a global network that significantly amplifies your commercial reach. Collaborating with industry leaders and innovators from around the world, you'll unlock new markets and opportunities, driving growth and establishing your presence within the quantum landscape. Together, we create synergies that push the boundaries of what's possible on a global scale.

Solve customer challenges

Quantum technology enables the solution of exponential problems that traditional computers simply cannot solve. As a Quandela partner, you'll have access to our powerful QPU through our Cloud, enabling you to tackle your customers' most difficult challenges. With the unprecedented computing power we provide, you'll be equipped to unlock new possibilities and deliver solutions that were previously out of reach.

Features

Our comprehensive set of features ensures that partners have access to the necessary tools and resources to thrive.

From advanced training to technical support, these features are the foundation for maximizing the benefits of our program.

Access to QPU time
Gain exclusive access to QPU time on our quantum computer through our Cloud, providing a unique opportunity to explore and develop your projects.

Support from Quandela Scientific team
Receive personalized support from our technical team, dedicated to guiding you through every step to ensure you get the most out of your quantum journey with Quandela.

Comprehensive Training
Receive comprehensive training that covers both technical and commercial aspects, designed to enhance your competencies in quantum technologies, particularly those specific to Quandela's offerings.

Premium Access to Quandela Newsletter
Enjoy premium access to our bi-monthly newsletter, which provides valuable business updates, technical whitepapers, and additional insights to keep you informed and ahead in the quantum landscape.

Exclusive Events and joint GTM activities
Partnering with Quandela opens the door to exclusive events and strategic go-to-market initiatives, such as immersive learning expeditions designed to engage your clients and familiarize them with the transformative potential of the quantum world.

Access to Quandela Hub
Leverage your premium access to the Quandela Hub, which offers a robust suite of resources, including a cloud infrastructure, a comprehensive training center, and the Perceval community, all designed to enhance your quantum expertise and drive innovative solutions.

Competencies

Through our comprehensive training programs, partners will develop critical competencies by leveraging Quandela's rich resources, including our Quandela Hub.

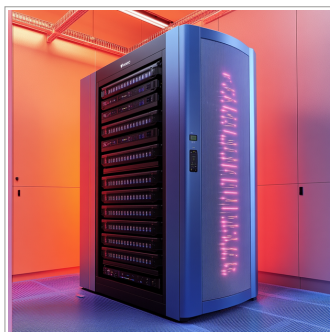|		
HPC and Data Centers	Integrate	MosaiQ quantum computer, Quandela Cloud
Quantum Application Software Vendors	Develop	Quandela Toolbox, Quandela Cloud
System Integrators	Apply	Quantum Acceleration Program
Educational Services	Educate	Quandela Training Center
Quantum Solutions Providers	Acquire	MosaiQ quantum computer, Quandela Cloud

HPC AND DATA CENTERS

To provide the infrastructure and computational power necessary for running large-scale quantum simulations and computations

Get personnalized on-boarding

Build your business faster by working with a Quandela specialist to help you integrate quantum computing capabilities into your infrastructure and activate your partner benefits.

Train your Technical Team

Provide your team with specialized training and certification on Quandela's quantum technologies and integration requirements to optimize your HPC and data center operations.

Discover Quandela Cloud

Discover the Quandela Cloud to understand how it can enhance your data center capabilities and support large-scale quantum simulations.

Build a hybrid infrastructure

Use Quandela software platform to Integrate and scale your HPC or Data center solutions for running quantum simulations and computations.

Enable users to create new types of use cases

Leverage Quandela's support to optimize your infrastructure for quantum workloads, ensuring efficient performance and robust support for ongoing quantum computations.

QUANTUM APPLICATION SOFTWARE VENDORS

To develop software applications such as algorithms, frameworks, and tools designed to leverage quantum computing capabilities

Get personalized on-boarding

Collaborate with a Quandela specialist to understand the integration of quantum computing into your software development and activate your partner benefits.

Build on Perceval

Use our software platform to build, scale and deliver the secured algorithms and applications your customers depend on.

Build, scale, publish with Quandela Cloud

Innovate on the Quandela Cloud to speed up development and run your apps at a global scale.

Create new types of algorithms with the Quandela ToolBoxes

Unlock new quantum capabilities by creating advanced algorithms with Quandela ToolBoxes, delivering innovative solutions for your clients.

Promote your applications on Quandela Marketplace*

Scale your reach to more customers, simplify sales, and unlock opportunities to grow through the Quandela commercial marketplace.

* Quandela Marketplace service will be available soon

SYSTEM INTEGRATORS

To integrate quantum solutions into existing IT infrastructures through consulting, implementation, and support services to ensure seamless integration and optimal performance

Get personalized on-boarding

Work with a Quandela specialist to streamline your integration process, connect with key clients, and access partner benefits.

Train your Development Team

Equip your team with the skills and knowledge needed through detailed training, documentation, and certification on Quandela's quantum technologies.

Align to the Quantum Acceleration Program

Use the resources of the QAP to provide expertise to your clients through every stage of their quantum transformation, from exploration to successful implementation.

Develop Integration Solutions

Use Quandela's resources to design and implement customized integration solutions that enhance your system offerings and address specific client requirements.

Optimize and Support Deployment

Leverage Quandela's support and tools to ensure smooth deployment and ongoing optimization of integrated solutions.

EDUCATIONAL SERVICES

To offer training programs and certifications to educate individuals and business about quantum computing

Get personalized on-boarding

Work with a Quandela specialist to tailor your training programs and certifications to align with the latest advancements in quantum computing and activate your partner benefits.

Develop Training Programs

Collaborate with Quandela to design comprehensive training programs and certification courses that cover foundational and advanced quantum computing concepts.

Enhance your Education Services Offer

Unlock a curated portfolio of training resources, demo Perceval and the Quandela Toolboxes, and access certification exams for your trainers to elevate your education services.

Promote your offer on Quandela marketplace*

Scale your reach by listing your training programs on the Quandela commercial marketplace, simplifying sales processes, and exploring growth opportunities.

Upsell Advanced Training

Upsell Quandela Cloud services and deliver advanced training to offer enhanced learning experiences and attract a broader range of clients.

* Quandela Marketplace service will be available soon

QUANTUM SOLUTIONS PROVIDERS

To resell cloud services, quantum computing hardware and software solutions

Get personalized on-boarding

Build your business faster by working with a Quandela specialist. They can help you connect with customers, take advantage of the partner network, and activate your benefits.

Train your experts

Build skills that open doors. See all you can do with documentation, hands-on training and certification to help you get the most from Quandela products.

Discover Quandela Products

Explore Quandela hardware, software and services to identify tailored solutions that can enhance your product portfolio and meet your clients' unique needs.

Develop Sales and Marketing Strategies

Create effective sales and marketing strategies with Quandela's co-branding materials and promotional support.

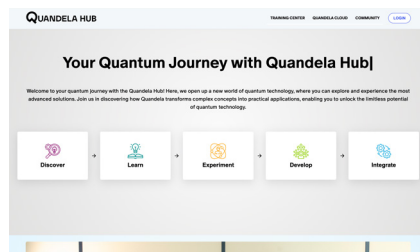### Close Deals and Scale Your Business

Leverage Quandela's sales support to close deals and expand your business, driving growth and strengthening client relationships.

GET STARTED

Become a Quandela member and leverage Quandela resources
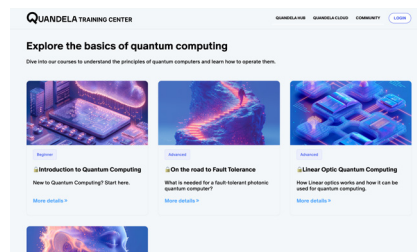
Discover

HUB

Open up a new world of quantum technology, where you can explore and experience the most advanced solutions.

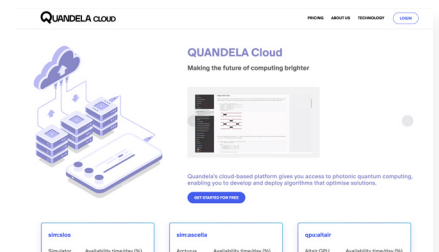Create your account on Quandela Hub

Learn

TRAINING CENTER

Dive into our courses to understand the principles of Quantum computers and learn how to operate them.

Explore Quandela Training center

Optimise

CLOUD

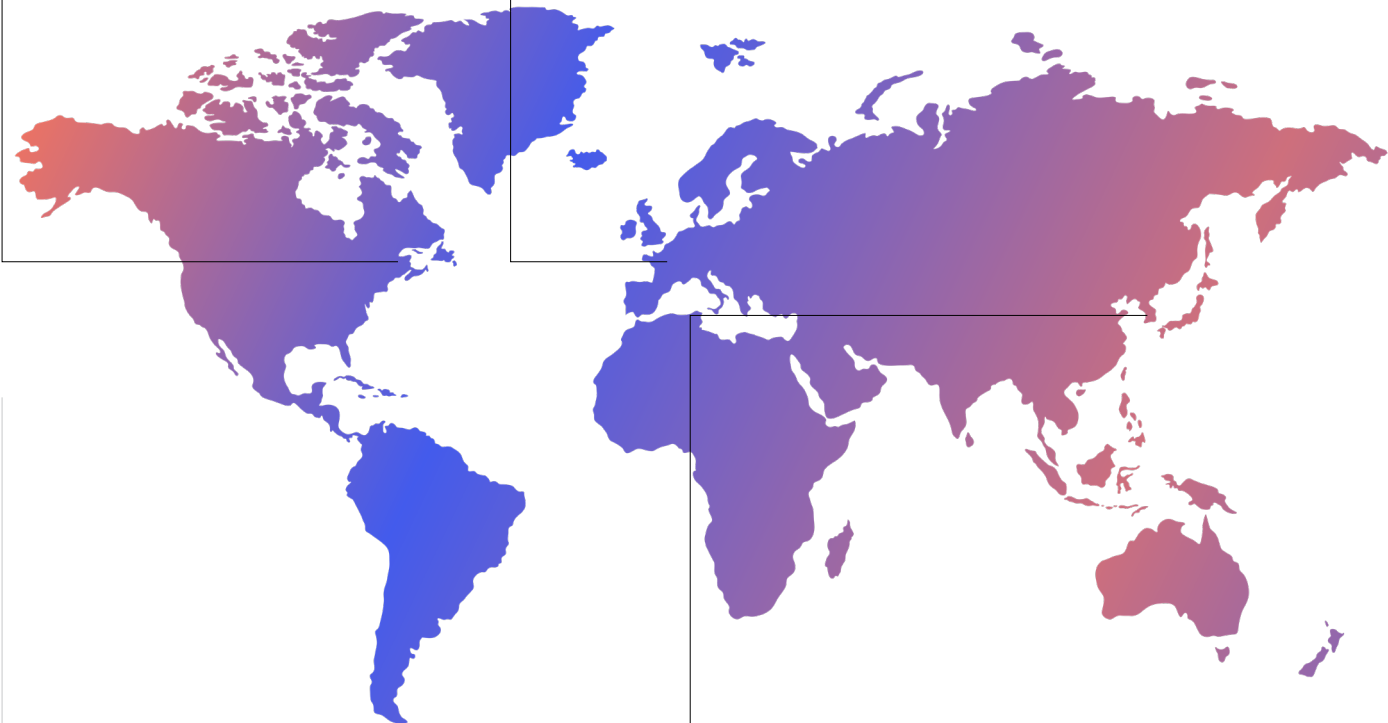Access photonic quantum computing and develop and deploy algorithms that optimise solutions.

Sign up to Quandela Cloud

Contact us around the world

MONTRÉAL, QUÉBEC, CANADA

David Rouxel, Country Manager
david.rouxel.external@quandela.com

MASSY, FRANCE

Xavier Geoffret, Business Developper
xavier.geoffret@quandela.com

SEOUL, SOUTH KOREA

Sam Yoosuk Kim, Managing Director
sam.kim.external@quandela.com

QUANDELA

www.quandela.com

Quantum Technologies proudly
fabricated in France