

Partner Ecosystem & Growth




schwarz digits

An independent Europe – digital, leading.

Partner with Schwarz Digits

-  **8.000**
IT and digital experts
-  **1.300**
IT and digital solutions
-  **34**
IT units worldwide
-  **7**
Own data centers



- 14,200**
Stores 
- 175.4 bn Euros**
(+ 4.9%)
Revenue in 2024 
- 595,000**
Employees 

Schwarz Digits Campus

- Completion of the first construction phase in 2025
- 3.500 workplaces
- Focus on cross-divisional project work
- Strengthening communication & collaboration
- Over 500 meeting and creative rooms
- Media room with 80 m² LED-wall



schwarz digits
campus

The Global Home of Human AI

- 2021 Award for Heilbronn site
- Architectural competition from 10/22 - 03/23
- Construction expected to start in mid-2026
- approx. 1,700 AI workstations in the 1st construction phase
- 30 ha area (about 40 soccer fields)
- Ring - approx. 400 m Ø



Data center Lübbenau

- 200 MW - 300 MW of power capacity
- Up to 200.000 GPUs
- Completion at the end of 2027
- Area size of 13 hectares (129,750 square meters)
- Sustainable energy supply by using waste heat for the local district heating network
- Connection to the 100 kV electricity grid for high energy efficiency
- Strengthening the regional IT and cloud infrastructure



Lübbenau EU03

Our sovereign Portfolio...

An independent Europe – digital, leading

 STACKIT



Cloud

 XM Cyber
 omniac



Cyber Security

 ALEPH ALPHA
on STACKIT



Data & AI

 WIRE
on STACKIT



Communication

 WORKSPACE
by STACKIT



Workspace

 SAP RISE

servicenow

Strategy#

 zscaler™

and other ISVs on

 STACKIT

STACKIT Partners League

The sovereign cloud for Europe

STACKIT is the data-sovereign cloud of the companies of Schwarz Group. STACKIT offers scalable, innovative cloud and colocation services in accordance with European data protection standards.



Maximum security

With 100% data protection compliance & C5 certificate



Excellent support

Personal, fast and competent



Diverse cloud solutions

Unique marketplace for SaaS



Strengthening the business location

For Europe



STACKIT: The defining European Hyperscaler



Active expansion

Austria, Switzerland, Benelux,
Bulgaria, Romania



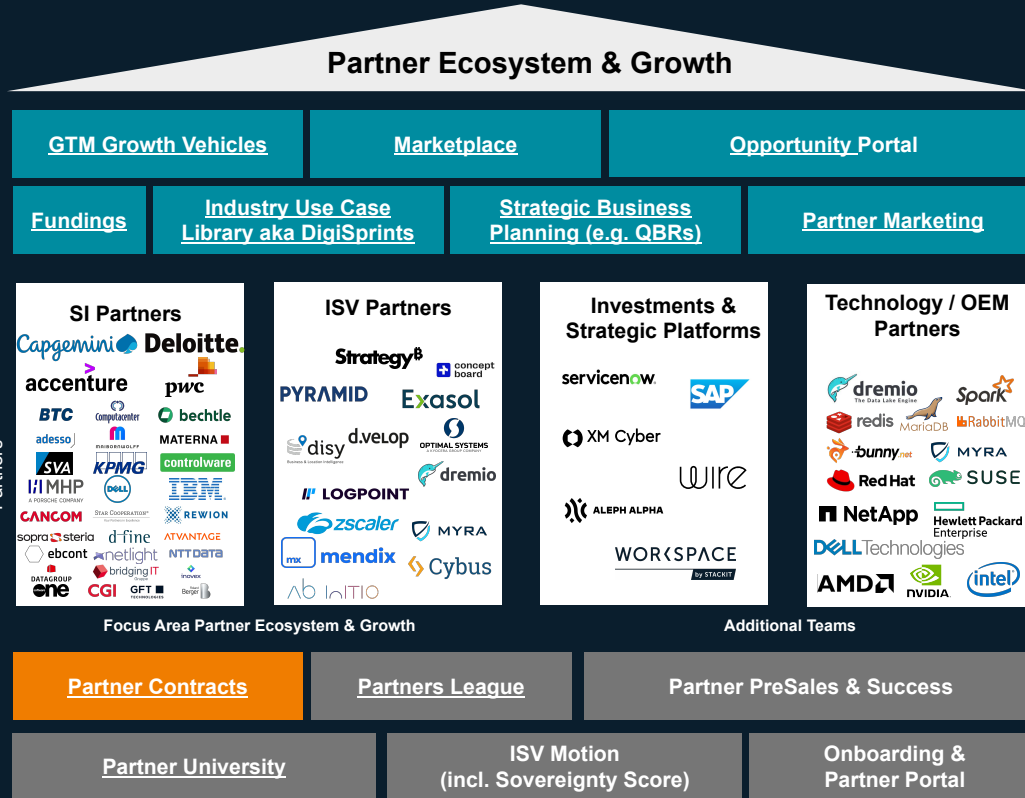
We need you!

- Joint GTM
- Customer Migrations
- Ecosystem Extension & ISVs
- Reselling/Referral
- Consulting



Building a Sovereign European Partner Ecosystem

Partners First to accelerate digital sovereignty and economic resilience across Europe



Partner
Go-To-Market

Selected
Partners

Partner Fundamentals

Partner Contracts

Referral

10% commission on the consumption of acquired customer projects in the STACKIT Cloud.

Prerequisite: Acquiring new customer projects, supporting STACKIT sales in contacting customers, registering customer projects with STACKIT via the partner portal.

Reselling

15% discount on the list prices of STACKIT Cloud Services.

Prerequisite: Own STACKIT Cloud organization, management of customer infrastructure in the STACKIT Cloud, 1st level support for customer inquiries, (economic) risk assumption of the customer relationship.

Solutions

Discount on the list prices of STACKIT Cloud Services & credits per month for PoCs.

Prerequisite: Own STACKIT Cloud organization, implementation and operation of your own product on STACKIT, passing the tech. Validation process in STACKIT Technology Partner Management incl. fulfillment of the requirements for solution providers (e.g. IT security, sovereignty, etc.).

Trainings

The right to offer and sell STACKIT training courses and to certify participants upon successful completion.

Prerequisite: Quarterly training of at least one trainer in a STACKIT seminar for "STACKIT Trainers" and passing the final exam, active participation in the STACKIT University Community.

Partner Base Agreement PBA

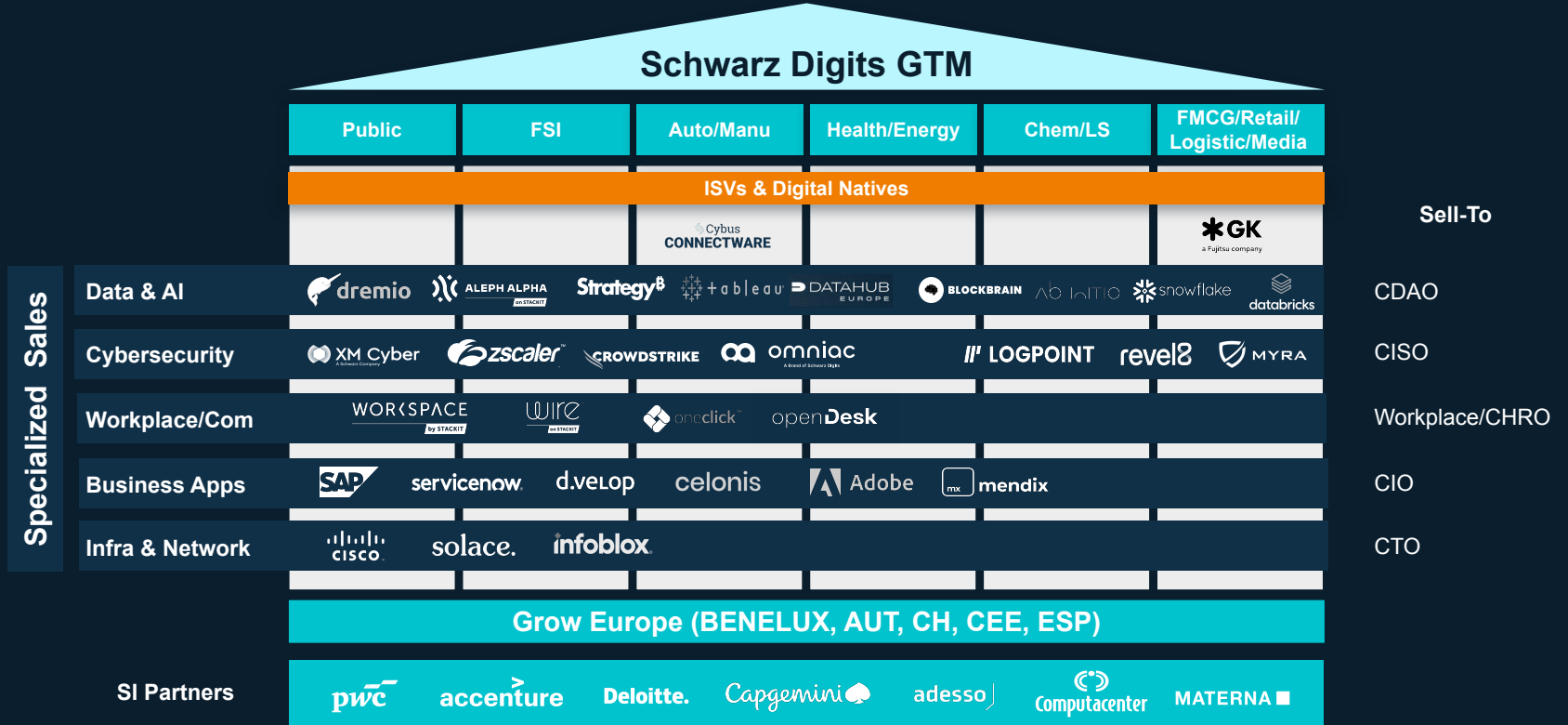
Our basic agreement for partners. Foundation for all different flavours of a partnership with STACKIT.

Marketplace

Marketing

Schwarz Digits GTM Matrix

Industry Leading - Solutions Supporting



Service Portfolio

API | SDK | CLI

HashiCorp Terraform

PORTAL@STACKIT
Projects – Folders – IAM / IDP - Auditing - Cost Dashboard

PaaS

Runtimes

Developer Experience

AI

Data

Partner Solutions

Marketplace

Curated marketplace with a constantly growing range of third-party solutions

Network

Connectivity

DNS

Block Storage

Object Storage

Archiving

Load Balancer

Security Groups

Image Registry

Virtual Machine

GPU

Region EU01, EU02, EU03

→

Metro Zone

Availability Zone 01	Availability Zone 02	Availability Zone 03
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Supporting Services

Help Center 24/7 / Ultimate Support Variante mit verbesserten SLA's
Professional Services + Documentation (Knowledge Base)



Phase 1: Informationssammlung

Phase 2: Technisches Review & Next Steps

Bereitstellung der Grundlagen

Der Partner erhält alle notwendigen Dokumente, Vorlagen und Leitfäden für einen erfolgreichen Start in die Partnerschaft

- STACKIT Enablement
- STACKIT Grundlagen für Partner

Technische Qualifizierung

Der Partner reicht eine Präsentation ein und erstellt ggf. ein Architekturbild und eine Kommunikationsmatrix seiner Lösung als Grundlage für die technische Prüfung

- Präsentation
- Architekturbild
- Kommunikationsmatrix

Technische Machbarkeitsprüfung

Unsere Cloud Solution Architects prüfen die eingereichten Dokumente auf technische Kompatibilität und Machbarkeit auf unserer Plattform

- Überprüfung der Dokumente durch STACKIT Cloud Solution Architects
- Bewertung der technischen Machbarkeit bezogen auf STACKIT

Qualitätsprüfung & Weichenstellung

Basierend auf der Reife der Lösung wird entschieden, ob der direkte Projektstart (Option A) erfolgen kann oder gezielte Unterstützung (Option B) benötigt wird

- Option A: Partner Informationen ausreichend für Quality-Gate
- Option B: Partner Informationen nicht ausreichend → Unterstützungspakete definieren

Strukturierte Projektstart

In einem Feedbackgespräch mit dem Partner und Partnermanagement werden die Ergebnisse besprochen und die konkreten nächsten Schritte für das Onboarding definiert

- Next Steps

Partner Sales

Technical Presales

Stay up to Date



**STACKIT
Newsletter**



**STACKIT
System
Demo**



**STACKIT
Release
Notes**



YouTube



LinkedIn



**Cloud X
Summit
2025**

Nützliche Links

Preiskalkulator



Cloud Services



Stackit

University



**Technische
Dokumentation**



**Service
Informationen**



CLI Docs



**Terraform
Provider**



API Docs



Help Center





STACKIT

A Brand of Schwarz Digits