

2012 Enterasys® Networks North America Advantage Partner Program

We are growing through our channel!

Our program is built around the following principles:

- **Profitability** – attractive margins, back end rebate potential, no over-distribution
- **Opportunity** – high growth markets with differentiated solutions
- **Simplicity** – low cost of entry, easy-to-reach program milestones
- **Commitment** – price protection through deal registration, partner enablement and sales support

Program	Registered	Gold	Platinum	Diamond
Authorized to Resell All Solutions	√	√	√	√
Partner Portal access	√	√	√	√
Eligible for Special Pricing Approval Program	√	√	√	√
Eligible for New Deal Registration Program	√	√	√	√
Eligible for Existing Deal Registration Program		√	√	√
Partner Locator on Enterasys website		√	√	√
Demand Generation Programs		√	√	√
Prequalified Lead Assignment		Eligible	Eligible	Eligible
*Value Added Discount Program		2.0%	4.0%	8.0%
*Back End Rebate on Revenue Program		0.5%	1.0%	2.0%
*Back End Rebate on NEW LOGO Program		1.0%	2.0%	3.0%
Sales Certification Training	Free	Free	Free	Free
Pre-Sales Technical Specialization Class		Free	Free	Free
Requirements				
Sales Enablement Participation		√	√	√
Quarterly Business Review			√	√
Demonstration Kit		√	√	√
Sales Certifications		1 Certified Sales Reps	2 Certified Sales Reps	3 Certified Sales Reps
Pre-Sales Technical & Web Demo Certification		1 Pre-Sales Technical	1 Pre-Sales Technical	1 Pre-Sales Technical
Technical Certifications			1 Technical ECS Cert	2 Technical ECS Certs
*Revenue Requirement		\$500k per year. <i>Must include \$100k in new customer revenue. Or provide \$250k new customer revenue.</i>	\$1.0M per year. <i>Must include \$200k in new customer revenue. Or provide \$500k new customer revenue.</i>	\$2.0M per year. <i>Must include \$400k in new customer revenue. Or provide \$1M new customer revenue.</i>
<small>*annual total of hardware, software and new services revenue net to Enterasys</small>				

* see individual 2012 Partner Program details - expires September 30th, 2012

Contact Us

For more information, call Enterasys Networks toll free at **1-877-801-7082**, or +1-978-684-1000 and visit us on the Web at enterasys.com/partners. You can also e-mail us at partners@enterasys.com.

