

Secure Advantage Partner Program

Program enhancements make it even easier to profit from our technology, focus and commitment

Enterasys Networks is serious about making our partners as successful as possible. That's why we offer a unique and mutually beneficial partner program unlike any other in the networking industry.

Secure Advantage Partner Program Highlights

- **Product Segmentation.** Enterprises of all types and sizes expect their solution providers to have the expertise to recommend, implement and support the right networking solutions for their business—particularly those that include complex, high-end products. To meet this demand, Enterasys allows only Secure Advantage Partner Program members to sell high-end Enterasys solutions such as Matrix™ N-Series switches. Such product segmentation helps participating partners drive solution-oriented opportunities to market and gives them the exclusivity to sell and support them successfully.
- **Value-Added Discount.** Certified partners who invest in training their sales and technical personnel on Enterasys products and solutions, and meet their minimum annual revenue commitment receive a discount advantage not available to other partners. This helps prevent margin and price erosion from non-affiliated resellers, giving certified partners a distinct advantage in the marketplace.
- **Access to Special Programs.** Only members of the Secure Advantage Partner Program will have access to special pricing approvals (SPA) and be eligible for participation in the GovEd program (upon approval). Resellers that are not part of the program will not have access to this pricing or to high-end Enterasys products. As a Secure Advantage Partner Program member, you will have the inside track to compete for more lucrative market opportunities.

Secure Advantage Partner Program Structure

- **New Partner Program Level Designations.** The new program level designations—Platinum, Gold and Silver—offer global consistency for the program and are immediately recognized by customers and partners in different geographic regions.
- **Revised Program Requirements.** All members of the Program will now be required to have a minimum level of Enterasys-trained sales and technical personnel on their staffs. Annual revenue goals have been changed to better meet your business goals. As you grow with Enterasys, we have the programs in place to help you become more profitable and competitive in the marketplace.
- **Revamped Partner Training Program and Certifications.** We have enhanced the accessibility of training for our partners. Enterasys now offers instructor-led, Web-based and self-study courses. The new curriculum will improve your staff's ability to position Enterasys' products technically and to design Enterasys Secure Networks™ solutions.

What Does It Mean for You?

Customers expect more from their solution providers, including assurance that the hardware, software and services they purchase align with their business strategies and solve their problems. Customers also want an effective collaboration process with their solution provider so they can buy the technology solutions that are right for their organization. To meet the needs of your customers, you need to invest in building your value proposition by providing quality support for the products and solutions you sell. The Enterasys Networks Secure Advantage Partner Program is designed to help you successfully meet these challenges by:

- Driving more opportunities to Enterasys partners who are best qualified to meet customers' expectations
- Helping our partners expand and enhance their capabilities so you can be more successful and profitable
- Enabling partners to bring increased value to customers for a sustained competitive edge

Secure Advantage Requirements and Entitlements

Requirements	Platinum	Gold	Silver
Annual Revenue	\$1,000,000	\$500,000	\$100,000

Certifications

Sales	6	4	2
Pre-Sales	2	1	0
Secure Networks Demonstration Certification	1	optional	no

Reporting/Organizational

Contract/Partner Agreement	yes	yes	yes
Business Plan	annual	annual	annual
Business Plan Review	quarterly	quarterly	optional
Point-of-Sale Reporting	yes	yes	no
Reporting/Forecast	monthly	quarterly	quarterly
Enterasys Champion	yes	optional	no

Entitlements	Platinum	Gold	Silver
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Program Access

Value-Added Discount	4%	0%	0%
Access to Full Product Line	yes	yes	no
Access to Special Pricing Approval (SPA) Program	yes	yes	no
New Deal Registration Program	yes	yes	limited
Spiff Program Access	yes	yes	limited
Lead Generation Preference	yes	no	no
GovEd Discount Program	yes	yes	no
Joint Marketing Events Support	yes	yes	optional
Partner Events	yes	yes	yes
VIP Events/Advisory Board	yes	optional	no

Support Resources

Channel Manager Support	dedicated channel rep	channel operations	distribution support
Pre-Sales Support Line	yes	yes	distribution
Demonstration Equipment Program	yes	yes	limited
Partner Portal with Partner Exclusive Info	yes	yes	yes

Contact Us

For more information about Enterasys Networks' Secure Advantage Partner Program, contact your channel account executive or call **877-818-0918**. You can also e-mail us at partners@enterasys.com or visit us on the Web at enterasys.com/partners



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Delivering on our promises. On-time. On-budget.