

Enterasys Networks 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.

The Enterasys Networks Secure Advantage Partner Program is designed to help you successfully meet your goals by:

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

Silver	Gold	Platinum
Authorized to resell all solutions	Authorized to resell all solutions, maybe specialized	Authorized to resell all solutions, maybe specialized
Partner Portal Access	Partner Portal Access	Same benefits as Gold Partner, Plus...
Eligible for New Deal Registration program	Eligible for New Deal Registration program with level enhancement profit	Higher profit capability within New Deal Registration program
Eligible for Referral program for passing qualified opportunities outside of partner scope	Eligible for all Secure Advantage channel development programs	Priority lead assignment preference for opportunities requiring advanced capabilities
Eligible for Special Pricing Approvals	Eligible for Demand Generation programs	Eligible for Professional Services certification training to augment product resale focus
	Eligible for Demo Kit program	Eligible to be subcontracted by Enterasys based on specific certification levels and capabilities
	Eligible for Referral program for passing qualified opportunities outside of partner scope	1 % MDF funds for New Customer, New Deal (Based on Net Enterasys revenue)
	Lead assignment preference	
	Free Sales Certification Training	
Requirements		
No Enablement participation required	Must participate in Enablement	Must participate in Enablement
No Sales Certifications required	(2) Certified Sales Reps required	(3) Certified Sales Reps required
No Technical Certifications required	Commit \$175K per quarter following Enablement, or per approved plan	(1) Certified Technical Rep required
No Revenue Commit required		Commit \$250K per quarter following Enablement, or per approved plan

<http://www.enterasys.com/partners/index.aspx>

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

