

WHY PARTNERS CHOOSE ENTERASYS

Differentiated Networking Solutions for Application Delivery in Virtualized Environments

Enterasys Momentum: Out-pacing Market Growth

Gain access to technology solutions from the fastest growing company in the sector. While other networking vendors have struggled over the recent quarters, Enterasys has posted consistent growth and record sales numbers.

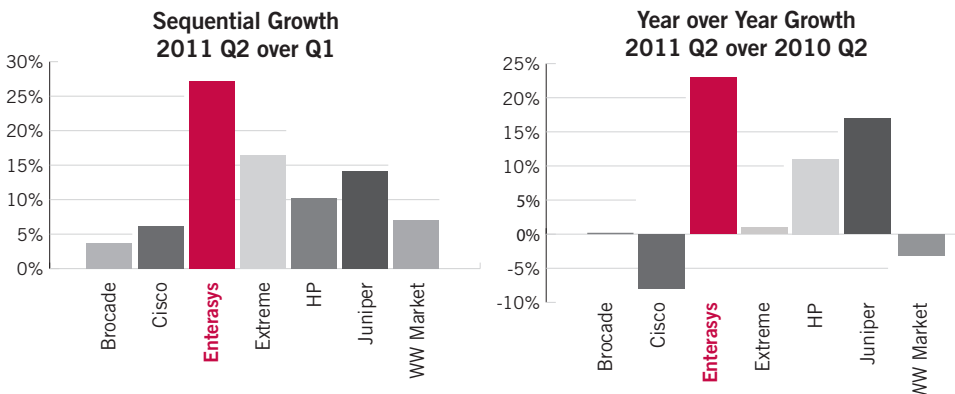
- Over 18,500 customers in 80+ countries
- Over 1,000 new customer competitive wins added on H1 2011
- Increasing competitive replacement
- Completely refreshed portfolio delivering innovation

The Enterasys Difference: The Industry's First and Only Unified Network Fabric

Enterasys delivers the first and only network fabric purpose-built for virtualization, automating the often error-prone management of virtual machines as they are dynamically provisioned, moved, or retired. Traditional networks lack the flexibility to adapt to new processes and technologies, making it challenging to protect existing investments while supporting future needs. Enterasys provides one network environment, delivering one network experience, making predictable, reliable application delivery simple.

Selling Enterasys lets you provide solutions delivering open, efficient, cost effective and truly differentiated application delivery platforms to win in this growth market!

Enterasys grew faster than Cisco, Brocade, Extreme, HP, Juniper, and the overall market



INDUSTRY ANALYST VALIDATION

“Virtualization has redefined every part of IT over the past decade except the network. For companies to fully leverage virtualization and maximize the ROI of this new era of IT, the network now must transform. The Enterasys OneFabric vision addresses not only the transformation of the data center network but addresses the needs of the end to end enterprise network. One Fabric will allow CIOs and IT managers to focus on optimizing user experience not just IT infrastructure.”

- Zeus Kerravala,
principal analyst, ZK Research

Achieve Uplift from Ongoing Service Opportunities

Our products provide greater flexibility of implementation allowing our partners to leverage their expertise to optimize that infrastructure for the customer. This gives you the opportunity to deliver ongoing services to review and tune the environment. Whether it's wired, wireless, data center, etc., you can leverage your core competency to earn greater service revenue while you continually align the technology with the evolving needs of your customers' business.

Expand Business While Growing Your Top Line

- Enjoy cross-selling/up-selling opportunities from a unified data center to edge value proposition
 - Achieve trusted advisor status
 - Expand footprint over time
 - Recover declining revenue from servers/licensing deals lost to Cloud initiatives
 - Improve customer loyalty
- Increase profitability
 - Up to 18% additional discount off list on new customer deals allows you to make more margin
 - Rebate program
 - Shortened sales cycle
 - Win with differentiated solutions
- Ramp business quickly with lower up-front cost
 - Onboard in as little as 8 weeks
 - Sales team SPIFFs and MDF programs for new opportunities
 - Free sales training
 - Demand generation and lead tracking/follow-up
- Sell more easily
 - Dedicated channel field teams
 - Free RFP support and deal registration
 - Demonstration capabilities
 - Avoid over distribution

THE BUZZ

"As a VMware Elite-level partner, Enterasys and its OneFabric architecture integration with VMware vCenter™ Server provides customers a new level of network flow visibility. It also provides network administrators an automated process for securely provisioning VMs on both the physical and virtual network. VMware customers can benefit from the dynamic auto-provisioning of network resources and unified management provided by the Enterasys OneFabric architecture."

- Parag Patel, vice president,
Global Strategic Alliances, VMware

"Enterasys Data Center Manager, now integrated in OneFabric Control Center, provides us the automation necessary to appropriately provision and secure each device. Providing that level of automation and visibility across the entire network is imperative to manage the changing ever-evolving nature of our network."

- Michael Proft, network manager,
University Hospital Leipzig

"Our OneFabric deployment from Enterasys provides us with a secure, highly available network spanning our unified wired/wireless edge to the data center... helping St. Edward's achieve its goal to deliver a secure, open and collaborative environment for our students, faculty and staff around the globe."

- Gaston Hebert, Director of Technical Resources, St. Edward's University

CONTACT US

Learn more about how Enterasys Data Center Solutions can complement and enhance your existing portfolio at www.enterasys.com/partners, or e-mail: partners@enterasys.com.



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