

Infovista Partner Program

Moving to the next level



At Infovista, we believe in the power of partnerships. We know that partners are critical to our success and the success of our customers, and we have chosen to be a channel and partnership-centric company.

The **Infovista Partner Program** is the framework for collaboration between Infovista and our partners to ensure mutual success. Our Partner Program is a competency-building program for Managed Service Providers and Resellers of Infovista Enterprise product lines (Ipanema SD-WAN solution and 5View).

A Program for Every Partner

We built the Partner Program to foster strong strategic relationships with our partners and took to heart to fit to your business model and make it simple for you to do business with us! The Program provides the highest level of service and support as it adds additional resources to help you maximize your success and profitability. What distinguishes the Infovista Partner Program is our commitment to a substantial investment in every partner organization.

Maximize Your Profitability

The program provides incremental rewards through deal registrations and sales incentives programs, as well as benefits as you achieve higher levels of proficiency and move up in the program's tiered structure.

Drive Significant Revenue Growth

Infovista also offers a Market Development Fund Program and access to the Infovista Campaign Center to help partners build their pipeline and generate new leads, hence designed to drive revenue growth to Infovista and Partners.

Program Structure

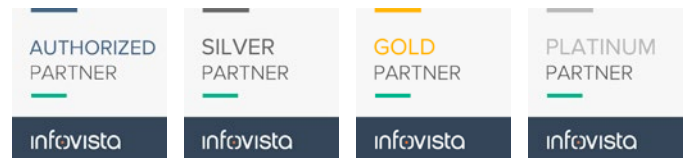
The program consists of four tiers that provide incremental benefits and rewards based on training, certification, and revenue achievements.

At the **Authorized** entry-level tier, there are no minimum technical requirements. Should you progress to higher levels within the Program, we'll ask that you achieve various certification levels and revenue thresholds, but no entry fee will be required.

Silver: Partners are required to complete basic training in sales and systems engineering, as well as achieve a minimum threshold of revenue from Infovista technologies. In return, Partners are eligible to earn discounts and access basic marketing and enablement support.

Gold: As Partners increase their investments in Infovista, they may move to the Gold tier, which requires the Partner firm to add more Infovista sales-certified resources.

As Infovista's partner program top tier, **Platinum** recognizes Infovista's most accomplished Partners. They represent Infovista across all customer segments and are best prepared to address any market opportunity. Platinum Partners must have additional sales-certified Infovista representatives.



Progressing to Higher Level Tiers

Once a year (in July), you will participate in a compliance review to ensure you are meeting the requirements of your current tier. At this annual review, you may move up or down in tier. Infovista provides Partners with attractive benefits and rewards based on their engagement and commitment. It's simple—the more engaged and the more committed you are, the more benefits you'll receive.

Partner Program Overview

	Authorized	Silver	Gold	Platinum
Product Annual Booking Objectives	–	200K€	600K€	1M€+
PROGRAM REQUIREMENTS				
Partner Product Manager Assigned	–	N/A	N/A	Yes for MSP
Sales Certifications (Online)	2	2	4	4
Pre-sales Certifications (Online)	–	2	2	4
Post-sales Certifications (ICT and ICE)	–	2	2	4
PROGRAM BENEFITS				
Sales Support				
Product Discount	25%	30%	35%	40%
Support/Maintenance	5% and vendor delivers Level 1 & 2	10% if partner delivers Level 1 25% if partner delivers Level 1 & 2	10% if partner delivers Level 1 25% if partner delivers Level 1 & 2	10% if partner delivers Level 1 25% if partner delivers Level 1 & 2
Services Discount (Training & Professional Services)	Professional Services - 5% Training (End Customers) - 10% Training (Partners) - 50%	Professional Services - 10% Training (End Customers) - 15% Training (Partners) - 50%	Professional Services - 10% Training (End Customers) - 15% Training (Partners) - 50%	Professional Services - 15% Training (End Customers) - 15% Training (Partners) - 50%
Deal Registration	Yes	Yes	Yes	Yes
Not for Resale Discounted Demo Kit	Yes	Yes	Yes	Yes
Access to Demo Lab	Yes	Yes	Yes	Yes
Access to Executive Briefing Center	No	Yes	Yes	Yes
Sales Planning				
Quarterly Business Reviews	–	Yes	Yes	Yes
Roadmap reviews	–	Annual	Bi-Annual	Bi-Annual
Sales Incentives				
Eligible for Incentives Program	–	Yes	Yes	Yes
Go-to-market Support				
Marketing Campaign Center	–	Yes	Yes	Yes
Partner Locator on website	Yes	Yes	Yes	Yes
Partner Portal	Yes	Yes	Yes	Yes
Market Development Fund	–	Yes	Yes	Yes

About Infovista

Infovista, the leader in modern network performance, provides complete visibility and unprecedented control to deliver brilliant experiences and maximum value with your network and applications. At the core of our approach are data and analytics, to give you real-time insights and make critical business decisions. Infovista offers a comprehensive line of solutions from radio network to enterprise to device throughout the lifecycle of your network. No other provider has this completeness of vision. Network operators worldwide depend on Infovista to deliver on the potential of their networks and applications to exceed user expectations every day. Know your network with Infovista.

Partner Resources

Infovista website: www.infovista.com

Training and Certifications: www.infovista.com/training

Infovista Products: www.infovista.com/products/ipanema-sdwan

Join Us Today!

Contact

For further information, please contact channel@infovista.com