



## Welcome to the New Extreme Partner Network (EPN)

As a channel-focused organization, Extreme Networks is dedicated to ensuring trusted, profitable partner relationships. Our holistic program framework engages, enables, and rewards partners at every stage of their engagement with Extreme, providing building blocks for more predictability and growth. EPN supports partner Extreme business in software, service and solutions through specialization tracks and rewards partners' investments through our unified partner program. Programs and enablement tools assist partners to accelerate time to market, create market awareness, drive demand, and promote expanded software-based solutions.



### The New Extreme Partner Program

The new Extreme Partner Program brings together the best benefits and technologies from Extreme and its recently acquired assets the result is one simple unified program, unmatched partner profitability and potential for your business growth. Additionally, you will have access to our new specialization programs which will help you to deliver more value and a better customer experience.

The new unified partner program is designed to:

- Increase profitability and differentiation with leading solutions that enterprises today require
- Enable and reward partners through new solution selling, net new customer acquisition and sales enablement programs
- Reward partners for adding more value through new specialization programs

### Already a Partner?

Contact your channel account manager or authorized Extreme distributor for more information about [EPN tools, programs, and incentives](#).

### Not a Partner?

Learn more about the Extreme Partner Network or become a partner online: [www.extremenetworks.com/partners](http://www.extremenetworks.com/partners) or email us at: [partnerprograms@extremenetworks.com](mailto:partnerprograms@extremenetworks.com).

## Partner Program Requirements and Benefits

2018 Extreme Partner Program Requirements	Diamond	Gold	Authorized
<b>Net Annual Product and Services Revenue USCAN</b>			
Category A (US)	\$2M	\$250K	X
Category B (Canada)	\$1M	\$250K	X
Category C (Caribbean, Wireless only)	\$500K	\$150K	X
<b>Sales and Presales Training (Online, Free of Charge)</b>			
Extreme Networks Sales Specialist (ESS Overview)	3 certifications	2 certifications	1 certificate
Extreme Networks Design Specialist (EDS)	Included in specialization requirements		1 certificate (pick one)
<b>Specializations</b>			
2 specialization tracks (2 individuals per track)	2	1*	X
<b>Other</b>			
Contract	✓	✓	✓
<a href="#">Website content syndication or Extreme Logo on partner website</a>	✓	✓	✓

\* only required to obtain solution rebates - optional for the level designation

2018 Extreme Partner Program Benefits	Diamond	Gold	Authorized
<b>Economic Benefits</b>			
Growth Rebate Program	\$\$\$	X	X
Solution Rebate Program	\$\$	\$	X
Marketing Development Funds	Proposal Based	Proposal Based	X
New Account Rebate Promotion	\$	\$	X
Deal Registration Discount & Protection	✓	✓	✓
Not for Resale (NFR) Program	✓	✓	✓
<b>Enablement Benefits</b>			
Sales & PreSales Training (in person or online)	✓	✓	✓
Access to Remote Demo Lab (only with valid EDS certificate)	✓	✓	✓
Specialization Programs	✓	✓	✓
Configuration Tool (BMI) (on request)	✓	✓	X
Partner SE Power Hour	✓	✓	X
Roadmap Webcast (2x year)	✓	✓	X
Priority Access to Live Virtual Demos	1st Priority	2nd Priority	3rd Priority
<b>Engagement Benefits</b>			
Authorized to Resell all Solutions	✓	✓	✓
Partner Portal & Demand Center Access	✓	✓	✓
Partner Certificates	✓	✓	✓
PartnerWorks Services Program	Eligible	Eligible	On Request
Sales Support	PAM	PAM/iPAM	Distribution
<a href="#">Partner Locator</a>	1st Priority	2nd Priority	3rd Priority



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