

# Partner Program

Be part of a smarter network.



**Global Networking**



**Exclusive Benefits**



**Cash Back Incentives**



## Discover the Allied Telesis Exclusive Partner Program

We share your vision to help organizations build secure, feature-rich and scalable data exchange solutions. With nearly 30 years of experience providing dependable, intelligent connectivity and infrastructure to enterprises around the world, Allied Telesis has the products and services to drive your business growth.

With a network that includes more than 1,000 participating partners globally, you'll be part of a growing community with opportunities to sell more and earn more from each sale.

### Levels

As enterprise customers evolve to keep pace with challenges related to IoT, smart cities and security concerns, channel partners that can provide the high quality business solutions will have a competitive advantage. We recognize the value of sharing best practices and offer a comprehensive suite of enrichment programs and resources to help you expand your business.

To ensure you receive the type of support to achieve your business objectives, we offer three membership levels\*:

SILVER

**Silver/Professional:** At the Silver level, you'll enjoy access to a rich portfolio of data, sales and marketing support, as well as additional solutions to help you grow your business.

GOLD

**Gold/Enterprise:** Achieve Gold status by contributing to the development of your business with Allied Telesis solutions and obtaining certification in your relevant product area. In addition to the benefits available at the Silver level, you'll enjoy the ability to participate in more technical and marketing webinars and one joint marketing event.

PLATINUM

**Platinum/Premium:** Platinum status is reserved for partners who have demonstrated their commitment to grow with us. To be considered for Platinum membership, you must be certified in your relevant product area and possess outstanding technical and sales related know-how in your relevant Allied Telesis product area.

\* Membership as a partner is determined by the continuous commitment to Allied Telesis solutions. The benefits and remuneration for partners is commensurate with the various levels of the program. The Allied Telesis Partner Program contracts are automatically renewed on January 1st unless otherwise agreed by Allied Telesis and the Partner. Partner Program contracts that start after January 1st will also renew on the following January 1st.

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## Benefits

Our exclusive program was designed with you in mind. As a member, you'll be able to easily access sales and marketing tools, training, services and pre- and post-sales support to sell Allied Telesis' solutions and increase your revenue and profit. As a leading expert in service and application delivery management, we can help you articulate the value of our solutions to better meet your customers' needs.



**Focused relationship building**



**SE support, knowledge base**



**Joint marketing opportunities**



**Sales and technical training discounts**



**Pre-sales technical support**

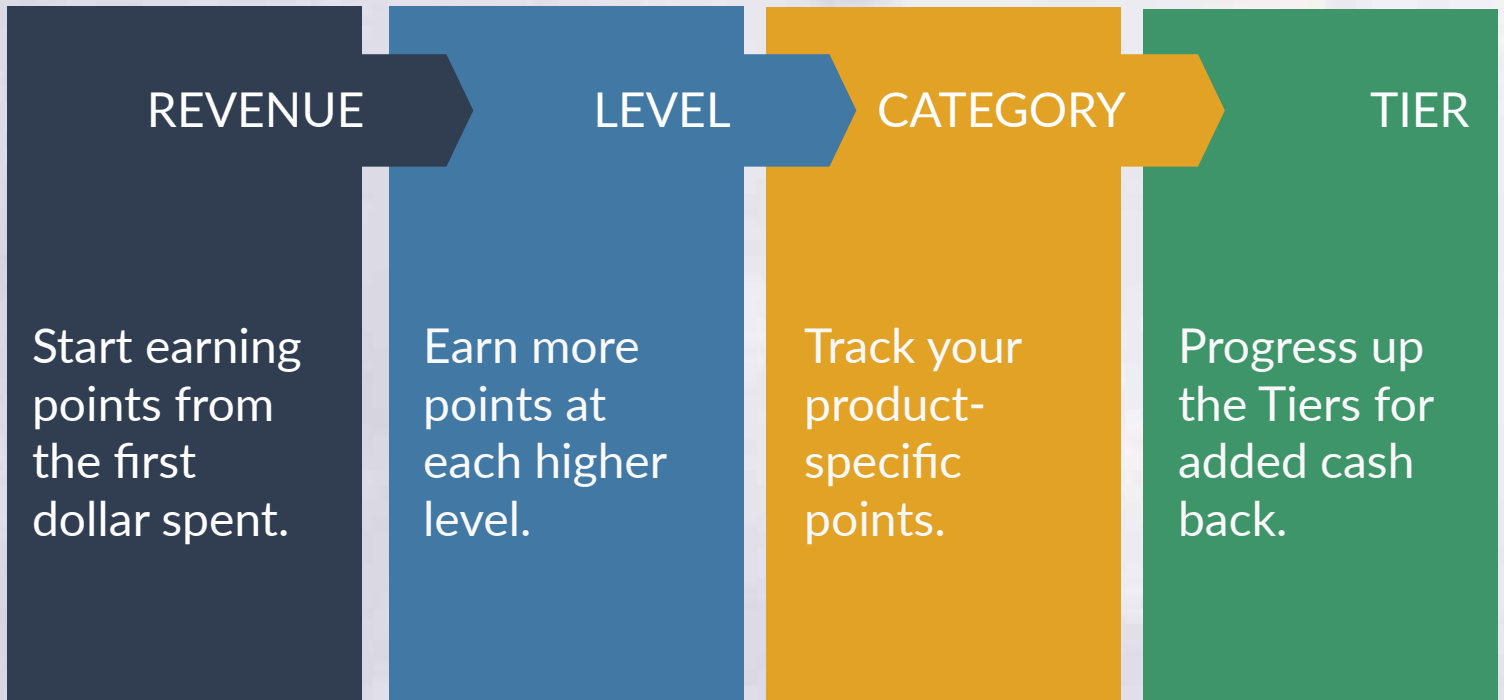


**Demonstration equipment discounts**

	SILVER	GOLD	PLATINUM
<b>TECHNICAL</b>			
Number of webinars to attend	2	2	3
CAT certification	-	1	2
CAP certification	-	1	2
<b>MARKETING</b>			
Number of webinars to attend	1	2	3
Quarterly customer email	1	1	1
Joint events	-	1	2
<b>SALES</b>			
Business reviews per fiscal year	1	2	4
Joint events	-	1	2
Annual business plan	-	-	1

# Cash Back

Collect points to earn cash back.



Apply to become a Partner today.

Email your completed application to [partners@alliedtelesis.com](mailto:partners@alliedtelesis.com)

Visit our website for additional information: [alliedtelesis.com](http://alliedtelesis.com)

Supported by:

