



Extreme Networks
Global Partner Program Guide
FY17

Global Partner Program Guide

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- The Extreme Partner Network
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Executive Welcome

Extreme Networks is pleased to announce the enhancements of the Extreme Partner Program.

As a channel-focused organization, Extreme 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.

The Extreme Partner Network (EPN) has evolved to better support and reward partners' investments in expanding their Extreme businesses in software, services and solutions, which enable business model transformation and success in the markets they serve.

EPN simplifies the way we do business together and enables partners to deliver differentiated value and ensure exceptional customer experiences.

Let's Strategize and Win Together. We are simplifying your engagement with us and accelerating growth with innovative solutions and programs to address emerging market opportunities and customer demands, helping to provide you with the flexibility to quickly turn your investments into profitable results.

I invite you to spend some time to review the Extreme Networks Partner Program Guide to learn more about our program model which includes the financial, technical, sales and marketing resources and benefits that will be made available to you through your commitment to Extreme Networks.



Sincerely,

Ed Meyercord

President and Chief Executive Officer
Extreme Networks

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The Extreme Partner Network (EPN)



The [Extreme Partner Network \(EPN\)](#) offers partners new programs, initiatives and incentives that reward performance, allow for greater differentiation, and increased predictability so that partners can expand their Extreme businesses in software, services and solutions. As a reseller, the award-winning EPN Partner Program enables and rewards partners at all levels for their capabilities, performance, and for delivering an exceptional customer experience.

TOTAL COST OF OWNERSHIP.

A Holistic Program Framework delivers value at every stage of the partner lifecycle. EPN supports and rewards partners' investments in expanding their Extreme businesses in software, services and solutions. Programs and enablement tools assist partners to accelerate time to market, create market awareness, drive demand, and promote expanded software-based solutions.

PREDICTABILITY.

Program Predictability improves ease of doing business. Comprehensive planning, and enhanced operational and measurement systems improve ease of doing business with Extreme. New Deal Registration program protects partner margin, while quarterly the rebate programs reward solutions and services sales.

DIFFERENTIATION.

Differentiation through tier-based program elements. Expanded training programs, differentiated benefits and rewards—such as tiered discounting and tiered incentive programs—and solutions-based incentive programs enable partner to deliver differentiated customer value. Specialization programs enable partners to differentiate through proven competency in Wireless and Managed Services.

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Sales Model and Program Membership

As noted in the graphic below, our business is processed through a two-tier distribution model. Only authorized Extreme Networks distributors have access to our entire product portfolio.



Why Partner with Extreme?

Achievement of membership level for Partners is based upon successful completion in the following main areas, and is subject to Extreme's approval based on all eligibility requirements:

- **Sales Performance** (suggested minimum revenue for trailing 4 quarters)
- **Competency** (achievement of sales and technical training requirements)
- **Demonstration Equipment** (for customer evaluations)
- **Commitment to Joint Strategy and Growth** (business and marketing plan)

The Extreme Partner Program features four membership levels: Diamond, Platinum, Gold, and Silver. We have a registration level for members that have signed our reseller terms and conditions, which we call Authorized Partner Level. Partners qualify for a single membership level based on previous and continued contributions to and investment in Extreme.

DIAMOND Partners deliver the highest value to their customers and demonstrate sales and technical expertise across all Extreme solutions, consistently achieving revenue targets while attaining high levels of customer satisfaction.

Diamond level membership provides partners with the richest program benefits and Extreme sales, marketing and support resources.

PLATINUM Partners are experienced in delivering Extreme solutions and have achieved significant sales performance and a high level of customer satisfaction. Platinum Partners enjoy enhanced benefits, plus access to Extreme resources that complement the sales and marketing tools and support available to all partners.

GOLD Partners have achieved proven success in the marketplace with Extreme solutions. Gold membership level Partners have access to an array of benefits designed to enable sales and technical competency to meet the needs of our mutual customers, and to increase revenue growth.

SILVER Partners is for those who are interested in starting their partnership with Extreme.

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Partner Program Compliance

Managing program compliance is important to maintain customer satisfaction. We find that members who are proactive in maintaining their program requirements are the happiest and most productive members. The Extreme Partner Programs team is committed to deliver visibility with annual partner level compliance management and ongoing communication.

A member's program level is determined after the beginning of the Extreme Networks Fiscal Year (July), and based on the prior fiscal year revenue performance, training achievement and other program requirements criteria. Partners will keep their level throughout the Extreme fiscal year. However, Extreme reserves the right to downgrade a partner, if partner doesn't meet 80% of their quarterly revenue threshold over 2 consecutive quarters.

The following requirements must be met in order to maintain your Program level and access to Program benefits:

- 1. Training compliancy will be tracked quarterly and is a prerequisite to receive partner program benefits.** You can find the training requirements in the program requirements overview.
- 2. Business Plans needs to be submitted in order to receive partner program benefits.**
- 3. Content Syndication or Partner Website branding is a prerequisite to receive partner program benefits.**
- 4. A partner must achieve 80% of the quarterly partner level threshold to be eligible for Rebate benefits.**

Additional requirements may apply depending upon applicable contractual terms and conditions and/or regional practices.

Global Partner Program Requirements

GLOBAL EPN PARTNER PROGRAM REQUIREMENTS	DIAMOND	PLATINUM	GOLD	SILVER
NET ANNUAL REVENUE EMEA				
Category A (Germany, UK)	\$2.5M	\$1M	\$500K	⊖
Category B (France, Italy, Spain)	\$1.5M	\$500K	\$250K	⊖
Category C (all others)	\$750K	\$250K	\$150K	⊖
NET ANNUAL PRODUCT REVENUE USCAN				
Category A (US)	\$2.5M	\$1M	\$500K	⊖
Category C (Canada, Caribbean)	\$750K	\$250K	\$150K	⊖
NET ANNUAL PRODUCT REVENUE LATAM				
Category B (Mexico, Brazil)	\$1M	\$500K	\$250K	⊖
Category C (Southern Cone, VECCA)	\$500k	\$250K	\$150K	⊖
NET ANNUAL PRODUCT REVENUE APAC				
Category A (Korea, Japan)	\$2M	\$1M	\$500K	⊖
Category B (Macao, Australia, Singapore, India, China, Hongkong, Taiwan)	\$1.M	\$500K	\$250K	⊖
Category C (South East Asia, New Zealand)	\$500k	\$250K	\$150K	⊖
SALES & PRESALES TRAINING (ONLINE, FREE OF CHARGE)				
Extreme Networks Sales Professional (ESP)	3	2	1	1
Extreme Networks Presales Professional (EPP)	3	2	1	1
Extreme Networks Design Engineer (EDE)	3	2	1	⊖
POSTSALES TECHNICAL TRAINING				
Extreme Networks Certified Expert (ECE-Networking)	2	1	⊖	⊖
OTHER				
Contract	✓	✓	✓	✓
Website content syndication or Extreme Logo on partner website	✓	✓	✓	Yes, for Partner Locator
Business Plan	✓	✓	Yes, for EDF Requests	⊖
Business Plan Review	Quarterly	Bi-Annually	⊖	⊖
Demo Equipment	✓	✓	✓	⊖

PARTNERWORKS REQUIREMENTS*	DIAMOND	PLATINUM	GOLD	SILVER
Eligibility	Eligible	Eligible	Eligible	Eligible
Extreme Networks Certified Expert (ECE-Networking)	A, B: 3 / C:2	2	2	2
Lab Equipment	✓	✓	✓	✓

* For details to the PartnerWorks Program please click [here](#).

REQUIRED SERVICE PURCHASES

(applies to ALL EMEA, APAC & LATAM Partners - additionally, to USCAN PartnerWorks Partners)

Partners are required to purchase a service agreement on certain purchased assets. This is independent of where or how the partner purchased the asset, whether purchased directly from Extreme Networks, or from an authorized distributor or reseller.

The minimum service level purchased must be per the Mandatory Attach Table found in the Worldwide Reference Document contained within the price file section of the Partner web. Optionally, the service purchased can be of any service entitlement type (i.e., ExtremeWorks, PartnerWorks, or PartnerWorks Plus) and any service level within that program (such as Next Business Day AHR or 4-hour AHR, etc.) however it must be for at least the minimum term as indicated in the Mandatory Attach Table.

Global Partner Program Benefits

GLOBAL EPN PARTNER PROGRAM BENEFITS	DIAMOND	PLATINUM	GOLD	SILVER
ECONOMIC BENEFITS				
EDF (Extreme Development Funds)	2%	1.50%	On Request	⊘
Training Vouchers	Vary per Region	Vary per Region	On Request	⊘
Solution Rebate Program	\$\$\$	\$\$	\$	⊘
Service Renewal Rebate	✓	✓	⊘	⊘
New Account Rebate Promotion	✓	✓	✓	⊘
Not for Resale (NFR) Program	✓	✓	✓	✓
ENABLEMENT BENEFITS				
Sales & PreSales Training (in person)	1st Priority	2nd Priority	3rd Priority	4th Priority
Sales & PreSales Training (online)	✓	✓	✓	✓
Access to Remote Demo Lab (only with valid EPP certificate)	✓	✓	✓	✓
Specialization Programs (ExtremeWireless Specialist)	✓	✓	✓	✓
Configuration Tool (BMI) (on request)	✓	✓	✓	⊘
Managed Services-Cloud Business Transformation Tools	✓	✓	✓	✓
Partner SE Power Hour	✓	✓	⊘	⊘
Roadmap Webcast (2x year)	✓	⊘	⊘	⊘
Priority Access to Live Virtual Demos	✓	⊘	⊘	⊘
ENGAGEMENT BENEFITS				
Authorized to Resell all Solutions	✓	✓	✓	✓
PartnerNet Access	✓	✓	✓	✓
Demand Center Access	✓	✓	✓	✓
Deal Registration	✓	✓	✓	✓
Partner Certificates	✓	✓	✓	✓
PartnerWorks Services Program	Eligible	Eligible	Eligible	On Request
Sales Support	CAM/Sales	CAM/Sales	CAM/Sales	Distribution
Partner Locator	1st Priority	2nd Priority	3rd Priority	4th Priority
Partner Summit (1x year)	By Invitation	By Invitation	By Invitation	By Invitation

*For more details to the deal registration discount please refer to the deal registration terms and conditions on [PartnerNet](#).

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Program Requirements

PARTNER CONTRACT

All participating members in the EPN are required to consent to Extreme's Channel Partner Terms and Conditions, or otherwise hold a current and valid written partner agreement with Extreme. To start this process please register on [PartnerNet](#).

PARTNER INTEGRITY CERTIFICATE

Extreme is committed to conducting business ethically and in compliance with laws and regulations. Extreme's commitment to ethical business includes partnering with companies similarly committed to ethics and compliance with laws. The new Channel Partner Integrity Initiative is designed to ensure that the entire Extreme ecosystem operates in compliance with all applicable laws, including the U.S. Foreign Corrupt Practices Act ("FCPA"), the U.K. Bribery Act, local anti-corruption statutes, and related global trade compliance laws.

Channel Partners are required to execute the Channel Partner Integrity Certification as a component of ongoing participation in Extreme's channel programs.

Channel Partners are informed that Extreme is increasing the level and rigor regarding due diligence to be performed on its Channel Partners to verify ongoing reputational excellence and adherence with applicable compliance laws.

Failure to certify shall be deemed to make Channel Partner ineligible for Extreme channel program benefits and is cause for termination of Channel Partner's applicable agreement with Extreme.

SALES VOLUME REQUIREMENTS

Program level sales volume requirements are set annually and are based on the net price for hardware and/or software purchases reported through Point of Sales (POS) data provided by Extreme Networks distributors or based on net sales data collected by Extreme Networks for direct purchases by the reseller partner. Sales Volume requirements apply to Gold, Platinum and Diamond Partners only. It is expected that a partner meets minimum 80% of their quarterly revenue threshold requirements.

BUSINESS AND MARKETING PLAN

Extreme Networks Gold, Platinum and Diamond Partners are required to submit an annual business plan to Extreme promptly upon joining the program and before the beginning of each Extreme Networks Fiscal Year. Your applicable [business plan](#) must be approved by Extreme's regional Director of Channel Sales applicable to your particular authorized territory and signed by the Partner. Failure to submit a timely business plan may result in the loss of benefits under the Extreme Partner Program. The business plan should be developed and reviewed with your Channel Account Manager (CAM) in accordance with the Program requirements set forth above.

The associated marketing plan must be submitted to Extreme in accordance with the Program Requirements set forth above. This may be part of the business plan and should be used to review available EDF funds and to plan activities. You can work with your CAM to develop these plans. [Guidelines](#) are available on [PartnerNet](#).

Extreme Gold, Platinum and Diamond Partners are encouraged to have regular reviews of their plans. The expected review cadence is as follows:

- Diamond Partners: quarterly review
- Platinum Partners: semi-annual review
- Gold Partners: annual review

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Training and Certification Program

To maintain your Program level and participate in Program benefits, you must complete the pre-sales and post-sales technical certification requirements according to your regional criteria as defined under Program Requirements.

For achieving a level in the partner program the following certifications are relevant:

Partner Sales Certification:

- [Extreme Sales Professional \(ESP\)](#)
This curriculum certification provides partners with the company, product and competitive knowledge they need to position, qualify, and sell Extreme Networks solutions. ESP courses and exams are available online via self-paced videos through PartnerNet (estimated time to completion = 0.5 day), or in a 1-day classroom setting.

Partner Pre-Sales Certification:

- [Extreme Presales Professional \(EPP\)](#)
This curriculum is intended to help partners to learn to effectively demonstrate key features and business benefits of Extreme Networks solutions. It will enable you to do customer-facing product demonstrations. EPP courses and exams are available online via self-paced videos through PartnerNet (estimated time to completion = 2 hours), or in a 1-day classroom setting.
- [Extreme Design Engineer \(EDE\)](#)
This intensive curriculum is technically focused and provides you with in-depth knowledge that is required to design Extreme Networks solutions and to build bills of materials. EDE courses and exams are available online via self-paced videos through PartnerNet (estimated time to completion = 1 day).

Partner Post-Sales Certification:

- [Extreme Certified Expert - Networking \(ECE-Networking\)](#)
The Extreme Expert in Networking (ECE-Networking) level certification demonstrates advanced knowledge and capabilities with Extreme wired, wireless, and management/security solutions. Students can attend Extreme Technical Training courses from any of our global Authorized Training Partners.

Certification Details:

- Partner certifications will be reviewed quarterly for compliance.
- Certifications must be held by full-time partner employees and must satisfy all certification requirements.
- All Sales certifications are valid for one year from the date certified.
- All Pre-and Post-sales certifications are valid for two years from the date certified. Individuals are required to refresh their Program certifications prior to their certification expiration date.
- Certifications are based upon individual performance and remain with the individual.
- In the event the certified individual leaves its employer, the Partner must replace lost certifications within 30 days.
- Certifications are based upon individual performance and remain with the individual.

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Partner Program Benefits

EXTREME PARTNER INCENTIVE PROGRAMS

- **Extreme Deal Registration Program**
Rewards Partners for exhibiting desired sales behaviors, bringing new customer opportunities, and providing value-selling by educating customers and prospects about Extreme. Open to all Authorized Partners. Deal Registration, Rules of Engagement, Guidelines, and FAQ can be found on PartnerNet [here](#).
- **Extreme Development Funds (EDF)**
Accrual-based development funds available to aid Extreme partners in growing their Extreme business through Marketing and Business Development activities that generate demand for Extreme products to benefit both Extreme and the Partner, and deliver a return on investment (ROI) greater than either party could achieve independently. EDF may also be used for demo equipment or Extreme Training. Available to Platinum and Diamond Partners. Gold Partners may request Strategic EDF upon approval of a submitted business & marketing plan. [Click here](#) to access the process and guidelines of strategic funds request. [Click here](#) to review the EDF guidelines
- **Extreme Training Vouchers**
Eligible Partners receive training vouchers depending on their level at the beginning of the Fiscal Year according to the below table.
FY17 Vouchers are valid until June 30th, 2017. Vouchers can only be used for the new eLearning offerings. Vouchers cannot be used for physical classroom training or Virtual classroom training. Partners that have vouchers allocated to their accounts can register for online trainings. When registering for the eligible eLearning training, funds will automatically be deducted from their voucher balance. One voucher is required per person per eLearning course (exam included).

REGION	PART NUMBERS NEW*	DIAMOND	PLATINUM
EMEA - A	TR-ELT-EMEA/ TR-ELT-HGM	2	1
EMEA - B	TR-ELT-EMEA/ TR-ELT-HGM	2	1
EMEA - C	TR-ELT-EMEA/ TR-ELT-HGM	2	1
USCAN - A	TR-ELT-USCAN	3	2
USCAN - C	TR-ELT-USCAN	3	2
LATAM - B	TR-ELT-LATAM / TR-ELT-BRAZIL	3	2
LATAM - C	TR-ELT-LATAM / TR-ELT-BRAZIL	3	2
APAC - A	TR-ELT-APAC	2	1
APAC - B	TR-ELT-APAC	2	1
APAC - C	TR-ELT-APAC	2	1

*Depends on partner's country of residence

- **Rebate Programs**
Quarterly performance-based financial incentives for Extreme's most strategic partners, earned by achieving sales growth or other specified goals. Financial rewards vary by incentive program. Please [click here](#) to review current performance incentive and/or rebate programs.
- **NFR Program**
Access to Demo Equipment provides Partners the opportunity to showcase Extreme products to customers. Partners may purchase a limited amount of

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Demo Equipment every year for use in a partner's lab environment, for training or showroom facilities, partner events, trade shows, and customer settings for evaluation purposes. Based upon the Partner's Program Level, the Partner may be required, or may elect to purchase Demo Equipment. Demo Equipment is available for purchase at a special discount based upon a limited value each year identified below. NFR Program discounts are only recommended; for your actual NFR discount you must contact your authorized Extreme Networks Distributor upon receiving your NFR discount approval number. Please submit your NFR using the NFR request form. More details to the NFR program can be found on [PartnerNet](#).

- **Specialization Programs**

Partner Specialization Programs are open to all Silver, Gold, Platinum, and Diamond Partners to be able to show differentiated value to their customers. Details on the current available programs can be found on [PartnerNet](#).

Extreme Partner Incentive Programs

TERMS AND CONDITIONS

The chart below provides an overview of EDF and Rebates that are available in FY17 and how they are being measured and paid.

REBATE PROGRAMS	ELIGIBLE PRODUCTS	SPECIFIC TERMS & CONDITIONS	MEASUREMENT	PAYMENT
EDF Accruals	Net product revenue & Software (POS)	Reserve the right to exclude low margin deals or fulfillment deals	Quarterly	Quarterly accruals
Solution Rebate	Selected part numbers (see here) of ExtremeWireless, ExtremeControl, ExtremeManagement, ExtremeAnalytics, Cloud Subscription products	Reserve the right to exclude low margin deals or fulfillment deals	Quarterly	Bi-annually
Wireless Specialization Rebate	ExtremeWireless part numbers (see Solution Rebate)	Reserve the right to exclude low margin deals or fulfillment deals	Quarterly	Bi-annually
Service Maintenance Growth Rebate	Service Maintenance revenue and renewals	Reserve the right to exclude low margin deals or fulfillment deals	Quarterly	Bi-annually
New Accounts Rebate Promotion	Net product revenue & Software (POS)	For deals closed at 57% maximum Reseller discount	Quarterly	Bi-annually

EDF Terms and Conditions

PLATINUM AND DIAMOND PARTNERS - EDF ACCRUALS

- Extreme Development Funds are earned quarterly by eligible Partners and may be used for marketing activities that will drive incremental business, such as marketing campaigns and lead generation activities.
- Click [here](#) to review the detailed EDF process, guidelines and eligible activities.
- EDF Accruals of Platinum and Diamond Partners are based on net product revenue (includes all products and software) POS reports from distribution of the previous Extreme fiscal year revenue results. This allows predictability for EDF and simplifies in-advance marketing planning.
- Partners' previous Extreme fiscal year's revenue will be divided into four equal EDF accruals over the current Fiscal Year.
- Partners without revenue history in the previous Extreme fiscal year may request Strategic EDF.

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- Partners that are being upgraded during an Extreme fiscal year's will receive accruals based on their previous Extreme fiscal year's revenue achievement.
- Partners who execute/assent to the Extreme reseller contract/terms and conditions during the assessment period will begin to accrue funds on the first day of the quarter following the quarter in which the reseller contract becomes effective.
- Demand Generation Activities are expected to result in 25x deal registration pipeline per invested EDF \$. Extreme reserves the right to withhold EDF accruals in the following quarter, if the expected pipeline is not being generated after six months of the date of spending the funds.

FUNDS EARN DATE	LAST DATE TO SUBMIT CLAIM/ FUNDS EXPIRATION DATE
Quarter 1: 30-Sep	15-Jun
Quarter 2: 31-Dec	15-Oct
Quarter 3: 31-Mar	15-Dec
Quarter 4: 30-Jun	15-Mar

PLATINUM AND DIAMOND PARTNERS - ELIGIBILITY AND COMPLIANCE

- Compliance for EDF will be measured at the end of every quarter to receive funds at the beginning of the following quarter.
- Eligible Partners must be current on certifications and other Program requirements to accrue and use their Funds.
- Extreme reserves the right to withhold EDF for a partner, if partner doesn't meet 80% of their quarterly revenue threshold over two consecutive quarters.
- Implementing Extreme Networks [website content syndication](#) (or Extreme Logo on partner's website) is mandatory to be eligible for any program benefits such as EDF or rebates.
- [Business and Marketing Plans](#) need to be submitted upfront to be eligible for any program benefits such as EDF or rebates.
- Transactions closed using special discounting (Discount Approval for Non-Standard Pricing) and low profitability may be deemed ineligible from Program entitlement in Extreme's sole discretion.
- Transactions closed that are considered fulfillment transactions only and have been referred by Extreme Networks to the partner may be deemed ineligible from Program entitlement in Extreme's sole discretion.

GOLD PARTNERS - STRATEGIC FUNDS

- Gold Partners are not entitled for EDF accruals, but may request Strategic Funds upon approval of a submitted business & marketing plan.

GOLD PARTNERS - ELIGIBILITY AND COMPLIANCE:

- Eligible Partners must be current on certifications and other Program requirements to accrue and use their Funds.
- Implementing Extreme Networks [website content syndication](#) (or Extreme logo on partner's website) is mandatory to be eligible for any program benefits such as EDF or rebates.

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- [Business & Marketing Plan](#) need to be submitted upfront to be eligible for any program benefits such as EDF or rebates.
- [Click here](#) to access the process and guidelines of strategic funds.

Market Awareness

DIFFERENTIATED PARTNER LOCATOR

Partners are listed on Extreme Networks' Partner Locator accessible by end-users on our external website. Listings are prioritized by Program level. Please note, that all Program requirements must be met in order to be listed on [Partner Locator](#).

In addition to the program level the locator will display new value badges that partners can achieve:

SPECIALIZATION BADGE

Diamond, Platinum, Gold, and Silver Partners can obtain Specialization accreditation by completing the specialization program requirements. See details on page 13. If partners have successfully been assigned a specialization level, they can request badges for own branding purposes with partnerprograms@extremenetworks.com.



PARTNERWORKS BADGE

As PartnerWorks Certified Partner your Company will be listed with the PartnerWorks badge on the Partner Locator. How to obtain PartnerWorks accreditation, please review the [PartnerWorks Program Guide](#).



PARTNER PROGRAM LEVEL LOGO

As a Diamond, Platinum, Gold and Silver Partner you have access to an Extreme Partner level logo that may be used to promote your standing as an authorized Extreme Partner. Program level logos are available here on [PartnerNet](#).



TRAINING LOGO

Training logos are available for all trainings that are part of the partner program requirements to promote your certification. Logos are available on request, please send email to education@extremenetworks.com



PARTNER LEVEL CERTIFICATE

As Diamond, Platinum, Gold and Silver Partner you are able to download your Company Partner Program Certificate from your account on [PartnerNet](#).

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Enablement and Demand Center

PARTNER MOBILE DEMO-KITS

Available for all partner levels. Affordable, robust, mobile demo-kits to showcase Extreme Networks wired/wireless networking and security solutions. Pricing and part numbers can be found on the [PartnerNet](#).

CONFIGURATION TOOL (BMI)

Access to the configuration tool is available on request for all Gold, Platinum and Diamond Partners. Please submit request via [PartnerNet](#).

BUSINESS TRANSFORMATION PLAYBOOK

IT solution providers are actively transforming their businesses around recurring revenue- based services. End customers are understanding the advantages of consuming IT as a service and are beginning to demand these solutions from their providers. The playbook is designed to help continue the transformation from traditional IT resale, through offering managed services, and ultimately to delivery of cloud-based services. This Partner [Business Transformation Playbook](#) is intended to be a comprehensive resource to assist partners in their journey.

EXTREME PARTNER LEVEL DISCOUNTS

Base level discounts for hardware, software and service programs are based on your program level. For indirect orders, contact your distributor to determine the discount they will provide.

PARTNERNET ACCESS

Access to Extreme Networks [PartnerNet Portal](#) housing partner exclusive information, resources, tools, and training system.

DEMAND CENTER ACCESS

Demand Center provides you marketing services, programs and resources that will help you drive awareness and sales demand for Extreme Networks solutions. Self-service resources like [Website Content Syndication](#), Email and Event marketing tools and multi-language campaigns are provided at no cost! Need help with EDF marketing planning or executing campaigns and activities? Our [Concierge Service](#) is here to help! Available to all partner levels. [Learn more here](#).

PARTNER LISTENING PROGRAMS

Extreme Networks values direct feedback from partners. We regularly hold partner round table meetings throughout the year and seek input from our channel partner community through online surveys.

Global/Regional Partner Advisory council is a global group of partners who serve as advisors to Extreme Networks and serve as the voice of the global partner community. Gold, Platinum, and Diamond Partners are eligible. Participation is by invitation only.

EXTREMELIVE WEBINARS

Extreme Networks hosts regular partner live trainings. Available to all authorized Partners. For an overview on the event calendar please click [here](#).

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Contacts and Resources

[Extreme Networks Website](#)

[PartnerNet \(Partner Portal\)](#)

[Training and Certification](#)

[Deal Registration](#)

[Product Information](#)

[Become a Partner](#)

[Self-Paced Trainings on Program Elements – Visit our Brainsharks!](#)

For questions or more information on the Extreme Networks Partner Program, contact your Channel Account Manager or send an email to partnerprograms@extremenetworks.com.

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