

Welcome to the Extreme Partner Network (EPN)

Congratulations and Welcome ...

... to the Extreme Partner Network (EPN). The onboarding checklist provides our Partners with a clear path towards education and enablement as a new Extreme Networks Partner. We are excited to have you as a Partner and recommend completing the steps outlined below within the first 90 days of your partnership to accelerate your opportunity to build a pipeline of new revenue. These steps are the starting point to a successful and profitable endeavor as you embark on your journey with us as an Extreme Networks Partner.

<p>Create a PartnerNet Account - click here</p> <ul style="list-style-type: none"> PartnerNet is your one stop resource for partner related content 	<input checked="" type="checkbox"/>	<p>Familiarize yourself with PartnerNet</p> <ul style="list-style-type: none"> The Program guide can be found here Price Lists for your region - includes product descriptions, services options, and Manufacturer Suggested List Price (MSRP) World Wide Reference Guide - useful for weights, dimensions, country of origin and global service availability Partner certification overview requirements can be found here New product announcements Current Promotions and Sales Incentives ExtremeLive - a Partner enablement webinar program click here to register of upcoming sessions and view recording of prior sessions Deal Registration link & supporting documents Demand Center 	<input checked="" type="checkbox"/>
<p>Open an account with an authorized Distributor in your region.</p> <ul style="list-style-type: none"> To view authorized distributors in your region please click here and select "see distributors" 	<input type="checkbox"/>	<p>Review available Services options and Warranties</p> <ul style="list-style-type: none"> Extreme Networks offers Extremeworks services options fully serviced by our insourced highly tenured Extreme Networks GTAC center (Global Technical Assistance Center). Our ExtremeWorks service solutions include all the critical elements to help make your network operation successful: <ul style="list-style-type: none"> Award winning technical assistance 24x7x365 Software updates and upgrades Hardware replacement options for parts Web support, which provides direct access to solutions, documentation, design and more For Extremeworks options please view the Price file and click here for a short module For warranty or support related inquires please contact GTAC at 800-998-2408 or ExtremeSupport@extremenetworks.com For co delivery Support options please visit PartnerNet to learn about the benefits and requirements of Partnerworks services. Learn more by clicking here or contacting your local Channel Account Manager. For Professional Services please view price file here and PL services tab for options 	<input type="checkbox"/>
<p>View short modules on Extreme Partner Program - click here</p> <ul style="list-style-type: none"> Program Overview, Extreme Development Funds, Deal Registration, Services options, Training and Certifications. 	<input type="checkbox"/>		
<p>Channel Account Manager Support</p> <ul style="list-style-type: none"> As a member of the Extreme Partner Network (EPN) you will have access a Channel Account Manager (CAM). Upon becoming an Extreme Partner your Cam will contact you to discuss any questions you may have and provide any support you may need. 	<input type="checkbox"/>		

SALES REPRESENTATIVES		<input checked="" type="checkbox"/>	
Obtain Extreme Networks Sales Professional Certification (ESP) <ul style="list-style-type: none"> This free course and exam is offered online self-paced at no charge, click here to begin, you can also view your transcript and print certifications upon completion Learn selling techniques with Point of View whiteboarding. Capture your buyers' attention with whiteboarding, click here to get started 	<input type="checkbox"/>	<ul style="list-style-type: none"> Learn selling techniques with Point of View whiteboarding. Click here to get started Available Demo Kits click here for more information, if the product are interested for a demo is not listed please contact your Channel Account Manager to discuss. For detailed product information click here 	<input checked="" type="checkbox"/>
Review Deal Registration Program <ul style="list-style-type: none"> The Extreme Networks Deal registration program rewards our partners for demonstrating value selling on both Partner Initiated new opportunities and Extreme Field Teaming opportunities. <ul style="list-style-type: none"> Click here to listen to the short module on Deal Registration Click here to view the FAQ document, terms and conditions and Rules of engagement Click here to access the Deal registration tool 	<input type="checkbox"/>	Partner Pre-Sales Support <ul style="list-style-type: none"> Do you need assistance creating a Bill of materials; RFP's, or need technical pre-sales assistance? Contact your local Systems Engineer or Inside Channel Account Manager for assistance. 	<input type="checkbox"/>
Download Price List (MSRP) and World Wide Reference Guide <ul style="list-style-type: none"> Click here for latest published price guide and World Wide Reference Guide 	<input type="checkbox"/>	Live Product Demos via Webcast <ul style="list-style-type: none"> Click here to view the calendar on PartnerNet for upcoming Product demo webcasts 	<input type="checkbox"/>
PRE-SALES ENGINEER			
Obtain Extreme Networks Sales Professional Certification (ESP) and Extreme Networks Design Professional (EDP). Both courses are offered self-paced online and are free of charge for both the course and exams <ul style="list-style-type: none"> It is recommended to take the ESP self-paced course but is not requisite for the EDP. Click here to begin the ESP training Click here to begin the EDP course Extreme Solutions Engineer Certification (ESE) – Certification designed for Pre-Sales technical competency in demonstrating our Extreme Networks wired, wireless and network management portfolio. Please consult the program guide to determine which certifications are required as part of your Partner Program level. Select one of the following courses, Switching, Wireless, or Network Management (Advanced NetSight with Purview analytics) to earn the certification. For course options click here or contact education@extremenetworks.com 	<input type="checkbox"/>	POST-SALES ENGINEER Obtain Extreme Networks Certified Expert Certification (ECE) <ul style="list-style-type: none"> The Extreme Networks Certified Expert (ECE) – Designed for Post-Sales Technical training as a Partnerworks requirement (see services options) to enable our Partners with hands-on training on our wired, wireless and Network Management Solutions. For additional information on ECE training and Partnerworks requirements contact your local Channel Account Manager or education@extremenetworks.com For course options click here to view courses by region 	<input type="checkbox"/>
MARKETING MANAGER			
	<input type="checkbox"/>	Review Extreme Development Funds (EDF) Program- module here <ul style="list-style-type: none"> Depending on your program level you may begin to accrue EDF and will need to access the EDF Portal. If you would like to request access please click here. Learn about EDF eligible activities and how to maximize your Partnership through usage of EDF funds, click here for additional detail 	<input type="checkbox"/>
	<input type="checkbox"/>	Review Demand Center offerings - click here <ul style="list-style-type: none"> Demand center is a unique demand generation program that offers everything from customizable campaigns to content syndication, full event planning and telemarketing activities. For access please contact your local Channel Resource to start creating demand for Extreme Networks products and solutions. 	<input type="checkbox"/>
	<input type="checkbox"/>	For Extreme Networks Logos and Branding Guides - click here	<input type="checkbox"/>



<http://www.extremenetworks.com/contact> / Phone +1-408-579-2800

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