



Participation Requirements and Benefits Details

Requirements

Certification Requirements

Level 5 Networks trained Sales Professional 1 per qualified location

Level 5 Networks trained System Consultant 1 per qualified location

*a qualified location is defined as a principal place of business where one or more partner employees reside

Marketing Requirements

Complete Quarterly Marketing Event

*each quarters' event must be planned with Level 5 Networks one quarter in advance

Sales Requirements

Quarterly Volume Goal

*goals are agreed at start of each quarter based on previous quarterly attainment

Pipeline and Point of Sales (POS) Reports

*quarterly Pipeline and POS Reports are used for opportunity tracking and deal registration

Benefits

Level 5 Channel Program Discounts

Base Discount Requirements

L5-CSP (Sales)

*one L5-CSP per qualified location

L5-CSA

*one L5-CSA per qualified location

Quarterly Marketing Event

*based on previous quarters performance/achievement

Pipeline and POS Reporting

*based on previous quarters performance/achievement

Enhanced Program Discounts

Opportunity Registration Incentive – Level 5 Networks recognizes that our partners' success is integral to the success of our channel program. To reward our partners the Level 5 Networks Channel Program provides added incentive to those partners adding this value. Please see your Level 5 Networks' representative for more details.

Quarterly Volume Incentive – Level 5 Networks' provides this added incentive to those partners who set volume goals with us and then achieve those goals. Please contact your Level 5 representative for more details.

- Incentives are calculated based on Level 5 Networks' MSRP
- Incentives are calculated based on POS reports from Level 5 Channel Partner
- Incentives are paid quarterly by check directly from Level 5 Networks

Additional Level 5 Networks Channel Partner Program Benefits

- Demand Generation Activities
- Partner Portal Web Site Access
- Partner Technical Support
- Partner News Letter

Requirements

Certification Requirements

- To become a Level 5 Networks Channel Partner you must employ individuals who complete, pass, and stay current on Level 5 Networks' sales and technical certification requirements.
- Level 5 Networks offers complimentary online training courses to prepare potential partners for the certification exams.

Marketing Event

- To become a Level 5 Networks Channel Partner you must complete a marketing event.
- Marketing events must be pre-approved by Level 5 Networks and must take place quarterly.

Sales Requirements

- Level 5 Networks Channel Partners must meet quarterly minimum sales volumes based on MSRP to maintain status.
- Level 5 Networks Channel Partners must provide quarterly pipeline reports to their Level 5 Networks' Sales Representative.

Benefits

Level 5 Channel Partner Program

- Level 5 Networks' Channel Program offers both Base and Enhanced levels of discounts. Please contact your Level 5 Networks' representative for details

Quarterly Volume Incentive

- Volume Incentives are to Level 5 Channel Partners who purchase more than \$X per quarter in Level 5 Networks' products.
- Only purchases directly from Level 5 Networks' or a Level 5 Network's Authorized Distribution Partner qualify

Demand Generation Activities

- Level 5 Networks Channel Partners should contact their Level 5 Networks' Sales Representative to conduct joint demand generation activities utilizing Level 5 Networks' market development funds.

Partner Portal Web Access

- All Level 5 Networks Channel Partners have access to the secure Level 5 Networks' partner website. The Level 5 Networks' partner website offers a range of marketing collateral, demo information, promotions, competitive information, white papers, case studies, and sales presentations.

Partner Technical Support

- Level 5 Channel Partners receive complete technical support assistance including dedicated post-sales with up to a 4-hour maximum target response time.

Partner News Letter

- Level 5 Channel Partners receive the latest product announcements and promotions via our Partner News Letter email.

Eligibility

You must be a partner who:

- Sells Level 5 Networks' products only to End Users.
- Sells networking, server, interconnect, storage or security products.
- Employs dedicated staff to conduct on-site sales and consultation for end user customers.
- Employs dedicated staff to conduct on-site pre- and post-sales technical support for end user customers.
- Has a field sales engineer ratio of 4:1 or less.
- Offers quality first level technical support to your customers during normal business hours.
- Remains in good standing with Level 5 Networks.