

Introducing PartnerInfusion

Our new, highly curated ecosystem of the industry's top Partners to fuel our Client's network innovation

ipinfusion



PartnerInfusionProgram

Our PartnerInfusion program helps customers embrace game-changing solutions in open networking. We are partnering with industry leaders to help drive innovation across a diverse range of use cases. By collaborating with

complementary hardware and software vendors, our customers and our partners gain from a wealth of solution choices. Our company-wide, partner-first commitment to the Channel through our PartnerInfusion program represents a major investment for our Channel partners.

Bundled Hardware Options

IP Infusion is now shipping fully integrated Network Operating System (NOS) software solutions on validated and supported hardware. IPI Partners also have access to DANOS Vyatta Edition NOS solutions through our worldwide exclusive relationship with AT&T.

Deal Registration Advantage

Partners can now register Customer opportunities and be rewarded for finding new deals and/or adding significant value to the sales effort. Successful deal registrations provide additional discount points to a single Partner, providing higher margin potential and a competitive advantage.

Partner Portal

Authorized and active Partners will receive their own PartnerInfusion Portal. The portal will provide Deal Management tools where you can register opportunities and collaborate with the IPI Sales Team to win more business.

PartnerInfusion Benefits	PartnerInfusion
Bundled Hardware Options	●
Deal Registration Advantage	●
Custom Partner Portal	●
Authorized Partner Badge	●
Software NOS Options	●
Partner Locator Tool	●
Partner Logo Exposure	●
Partner of the Month Exposure	●
Joint Business Planning	●
Technology Partners	●
Hardware Partners	●
Demo Product Discounts	●
Demand Generation Tools	●
Certification Designations	●
Certification Curriculum	●
Learning Management System	●
Portal-based Configurations	●
Portal-based Pricing & Quoting	●
Market Development Funds	●
Financial Services Options	●
Partner of the Year Award	●
Tiered Partner Designations	●

● Available Q2 2020

● Available Q4 2020

● Available Q3 2020

● Available Q1 2020



Authorized Partner Badge

Promote your partnership with IP Infusion, indicating industry-leading expertise in disaggregated networking solutions.

Software-only NOS Options

IP Infusion's solution catalog continues to include software-only options for Service Providers, Data Center/Cloud environments, as well as Enterprise.

Partner of the Month Exposure

Partners of the month participate in a short executive video and Partner Bio write up that IPI posts online and across our social media outlets.

Joint Business Planning

IP Infusion doesn't believe in simply signing up Partners. We are biased for action and will custom build a framework with you so that we track and make progress towards our mutual growth goals and exceeding your customer's expectations.

Demo Product Discounts

Seeing is believing. New to the PartnerInfusion Program are special discounting offers for our Partners to purchase select demo gear and licenses.

Demand Generation Tools

We are creating new tool sets for our Partners to help drive interest in IPI solutions. Co-branded webinars, whitepapers, templated e-mail campaigns, event-in -a-box kits are all available to our Partners participating in joint business planning.

IP Infusion Certifications

Demonstrating your company's command IP Infusion solutions instills confidence in your Customers. Your team will be able to earn certifications, such as the IP Infusion Sales Professional (ISP), IP Infusion Technical Sales Professional (ITSP), IP Infusion Design Professional (IDP) and IP Infusion Solution Management Engineer (ISME).

Certification Curriculum and Learning Management

In order to achieve certifications, you need the content and courseware. We will be incorporating a Learning Management System component into the PartnerInfusion portal, allowing your team to track their certifications and status.

Portal-based Configurations, Pricing and Quoting

Game. Changer. IP Infusion is committed to delivering a premier Partner experience via our new PartnerInfusion portal. No more spreadsheets and emails. From your Company's Deal Management dashboard, you will be able to configure a bill of materials, price it and generate a quote.

Market Development Funds (MDF)

To amplify our joint demand generation efforts, IP Infusion will set aside an accrued percentage of authorized partner Sales as Market Development Funds. All partners participating in joint business planning are eligible.

Partner of the Year Award

Competition drives all of us and recognition of excellence is paramount to the PartnerInfusion Program. The Partner of the Year award will symbolize a confirmation of excellence in the disaggregated networking industry at large.

Tiered Partner Designations and Benefits

As our Partner Community grows, the need to differentiate your company's capabilities from the competition becomes increasingly important. IP Infusion is committed to implementing a tiered structure such as Platinum, Gold, Silver levels. Partners achieving the highest tier status will enjoy premier program benefits to be announced.

We're here to work with you to assure a successful partner program with you. Give us a call at 1-877-699-3267 or email us at partners@ipinfusion.com.

ABOUT IP INFUSION

IP Infusion, the leader in disaggregated networking solutions, delivers enterprise and carrier-grade software solutions allowing network operators to reduce network costs, increase flexibility, and to deploy new features and services quickly. IP Infusion is headquartered in Santa Clara, Calif., and is a wholly owned and independently operated subsidiary of ACCESS CO., LTD. Additional information can be found at <http://www.ipinfusion.com>

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Phone | +1 877-MYZEBOS
Email | sales@ipinfusion.com
Web | www.ipinfusion.com

U.S. (Santa Clara) | +1 408-400-1912
Japan (Tokyo) | +81 03-5259-3771
Korea (Seoul) | +82 (2) 3153-5224

India (Bangalore) | +91 (80) 6728 7000
China (Shanghai) | +86-186 1658 6466
EMEA | +49 (208) 8290 6464