

NORTH AMERICA PARTNER PROGRAM

# Technology Services Distributors

# Agile Cloud Connectivity

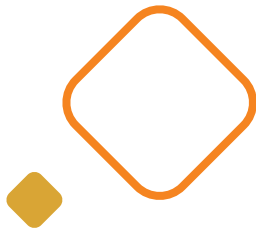


For 20 years, businesses have relied on edge routers that were manually configured by skilled IT workers combined with costly dedicated access circuits (MPLS) to provide site-to-site connectivity. The high cost for bandwidth and maintenance is unsustainable in today's world of business digital transformation.

Today's businesses require a more agile network designed to connect users with cloud-based services, a network that delivers better speeds, better agility and lower operating cost while remaining secure. A new breed of agile, cloud-ready networks has emerged, known as Software-Defined Wide-Area-Network (SD-WAN).

# Why Partner with Adaptiv Networks

*Our Vision is to remove barriers of business digital transformation with amazingly simple and effective cloud connectivity.*



Recent surveys by Forrester indicate that almost 100% of IT executives report they intend to deploy SD-WAN, and nearly 75% of them say they would prefer to buy SD-WAN-as-a-Service to avoid the hidden cost and complexity involved in a do-it-yourself SD-WAN solution.

While dozens of SD-WAN vendors are catering to large enterprise, Adaptiv Networks offers an SD-WAN solution tailored towards mid-market and smaller business customers that combines simplicity, agility and cost effectiveness.

By offering SD-WAN-as-a-Service, we accelerate and simplify the adoption of SD-WAN by including the hardware, software, network and support together as one powerful cloud-managed SD-WAN solution that's easy for customers to understand, and easy for agents to sell.



**High Conversion Ratio:** We have more than 75% success ratio of deployment post POC/Sandboxing and very low churn rate.

**Ease of Partnership:** We provide online sales training, marketing content and deal registration for agents through our partner portal, plus sales support to help win deals. We pay competitive upfront commissions and strong residuals for license renewals.

**THE SD-WAN MARKET IS EXPECTED TO GROW FROM \$1B TO \$4B IN THE NEXT 5 YEARS, DRIVEN BY THE DIGITAL TRANSFORMATION OF BUSINESSES OF ALL SIZES.**

**THE VAST MAJORITY OF THE BUSINESSES WILL ADOPT AN SD-WAN SOLUTION THAT IS DELIVERED AS A MANAGED SERVICE.**

# Partnership Benefits

## MINIMAL RISK, MAXIMUM POTENTIAL

Our licensed-based recurring revenue model ensures partner profitability from day one. We provide the network infrastructure, our CPE device and cloud-based orchestration portal are all included as part of the service so our partners get into the market without any upfront investment.

We combine market-leading broadband QoS and failover with cloud-based orchestration to ensure frictionless service delivery enabling our partners to remain profitable while serving a large number of customers. Our solutions work with any local broadband access circuits, and any cloud-based services giving you the flexibility to tailor solutions that fit your customers' needs.

UPFRONT COMMISSION	STARTING AT 20%
RENEWAL COMMISSION	8%
PARTNER PORTAL ACCESS	INCLUDED
PRE-SALES SUPPORT	INCLUDED
QUARTERLY BUSINESS REVIEW	INCLUDED
SALES TRAINING	INCLUDED
TECHNICAL SALES TRAINING	INCLUDED
DEAL REGISTRATION	INCLUDED



# Smarter Networks



## RETAIL STORES

Non-stop connectivity built for digital retail transformation



## CLOUD VOICE

Add quality to cloud voice and video with no dropped calls



## MANUFACTURING

Efficient smart factory



## CLOUD OFFICE

Easily add reliability and performance to cloud apps



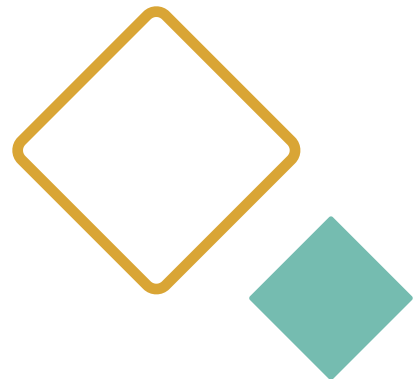
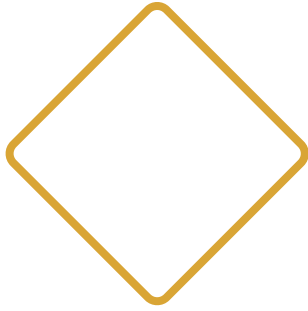
## BRANCH NETWORKS

Boost productivity and reduce complexity for your sites



## DIGITAL SMB

Enhance the cloud experience for any-size business



## Learn More

If you're interested in learning more about the Adaptiv Networks Partner Program and pricing please send an email to [sales@adaptiv-networks.com](mailto:sales@adaptiv-networks.com)

We will book a discovery call with you and your team to review the market potential, our product capabilities and partner program.

[adaptiv-networks.com](https://adaptiv-networks.com)