

CLOUD-MANAGED SD-WAN AND SASE

Partner Program

Agile and Secure 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).



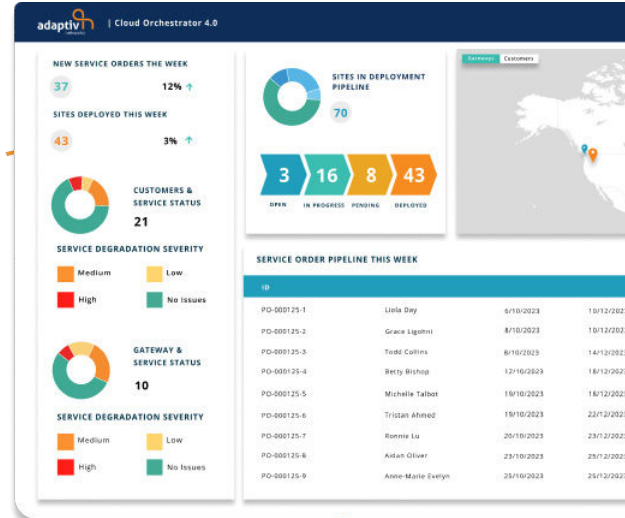
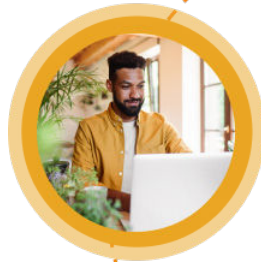
Why Partner with Adaptiv Networks

The value of SD-WAN is compelling, recent surveys by Forrester indicate that almost 100% of IT executives report they intend to deploy SD-WAN.

Furthermore, the vast majority of business customers are looking for a service provider who can manage their network to deliver the benefits of SD-WAN-as-a-Service. As market demand grows for SD-WAN and cloud security, Service Providers, MSPs and VARS are selecting Adaptiv Networks as their preferred partner to meet their customers' SD-WAN requirements.

While dozens of vendors are catering to large enterprise, Adaptiv Networks offers cloud reliability and performance delivered as a managed service tailored toward mid-market and smaller business customers.

The Adaptiv Partner Program forms the foundation for the relationship between your team and ours. Our program is designed to put our partners in a position to succeed through training and support plus digital marketing and sales enablement.



Frictionless SD-WAN Service Delivery

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

Our go-to-market program is purpose-built for service providers. We'll get you into the market quickly, with agile, scalable connectivity that adds reliability and efficiency to all your cloud apps and IT services.

THE SD-WAN MARKET FOR SMALL TO MEDIUM ENTERPRISE IS EXPECTED TO GROW FROM \$1.2B TO \$6.3B IN THE NEXT 5 YEARS, DRIVEN BY DIGITAL TRANSFORMATION.

THE VAST MAJORITY OF CUSTOMERS WILL ADOPT SD-WAN AS A MANAGED SERVICE.

Boost Revenues and Margins with SD-WAN

NO UP-FRONT COST, MAXIMUM PROFIT POTENTIAL

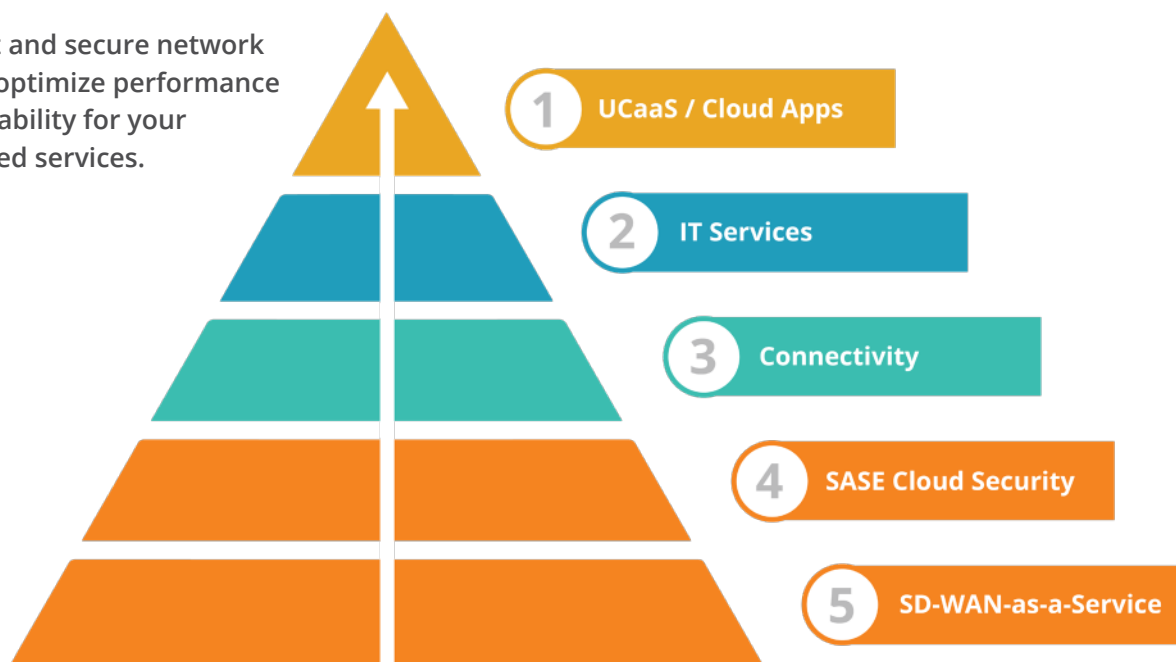
Adaptiv Networks makes SD-WAN easy-to-buy, easy-to-sell and easy-to-manage. We offer scalable solutions to fit the needs of small and mid-enterprise customers who value simplicity, performance and cost-effectiveness.

We package our intelligent SD-WAN cloud network, our multi-tenant cloud orchestrator, our world-class support team, and our SD-WAN edge devices into simple “as-a-service” licenses that get our partners get into the market quickly without any upfront investment.

Our partners also have flexibility to deploy their own private gateways in their data center to further differentiate their offering and increase margins as their customer base grows over time.

Maximize Profitability

Our smart and secure network solutions optimize performance and profitability for your value-added services.

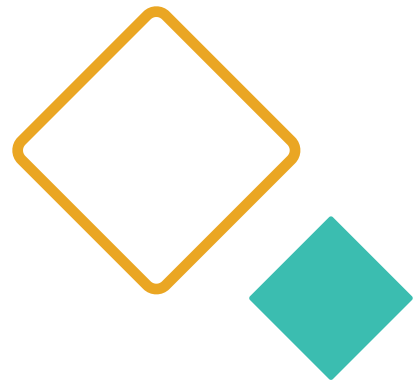
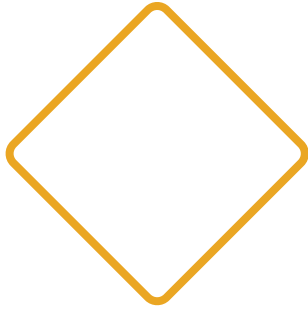


Partner Benefits



Our cloud-managed SD-WAN and SASE solutions include market-leading capabilities that will help you deliver a better network experience with increased security, quality and reliability. Our partner program is a turnkey solution for resellers that includes the marketing and sales enablement tools help build your sales pipeline, plus the professional services, world-class support and training that will ensure your continued success.

	BRONZE	SILVER	GOLD	PLATINUM
DISCOUNT AGAINST PRICE				
ANNUAL IN-ADVANCE CONTRACT	25%	30%	35%	40%
PROFESSIONAL SERVICES	10%	15%	20%	20%
ADVANTAGES				
ADAPTIV PARTNER PORTAL	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ADAPTIV SD-WAN CLOUD PORTAL	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ADAPTIV SD-WAN CLOUD BRANDING	\$	\$	INCLUDED	INCLUDED
QUARTERLY BUSINESS REVIEWS	OVER-THE PHONE	OVER-THE PHONE	IN-PERSON	IN-PERSON
ACCOUNT MANAGEMENT	INSIDE SALES REP	CHANNEL SALES MANAGER	CHANNEL SALES MANAGER	CHANNEL SALES MANAGER
TECHNICAL SUPPORT TIER	STANDARD	STANDARD	STANDARD	DEDICATED
SALES TRAINING	INCLUDED	INCLUDED	INCLUDED	INCLUDED
TECHNICAL SALES TRAINING	INCLUDED	INCLUDED	INCLUDED	INCLUDED
MARKETING DEVELOPMENT FUNDS	3%	3%	3%	3%
QUALIFICATION REQUIREMENTS				
ANNUAL IN-ADVANCE CONTRACT	\$0	>\$50,000	>\$200,000	>\$750,000



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 or call **877-783-5647**

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://www.adaptiv-networks.com)