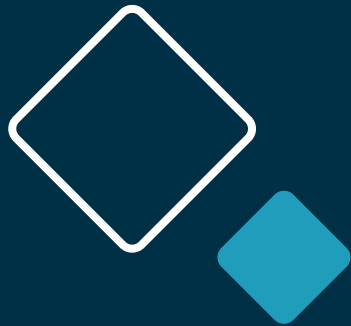


NORTH AMERICA PARTNER PROGRAM

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).



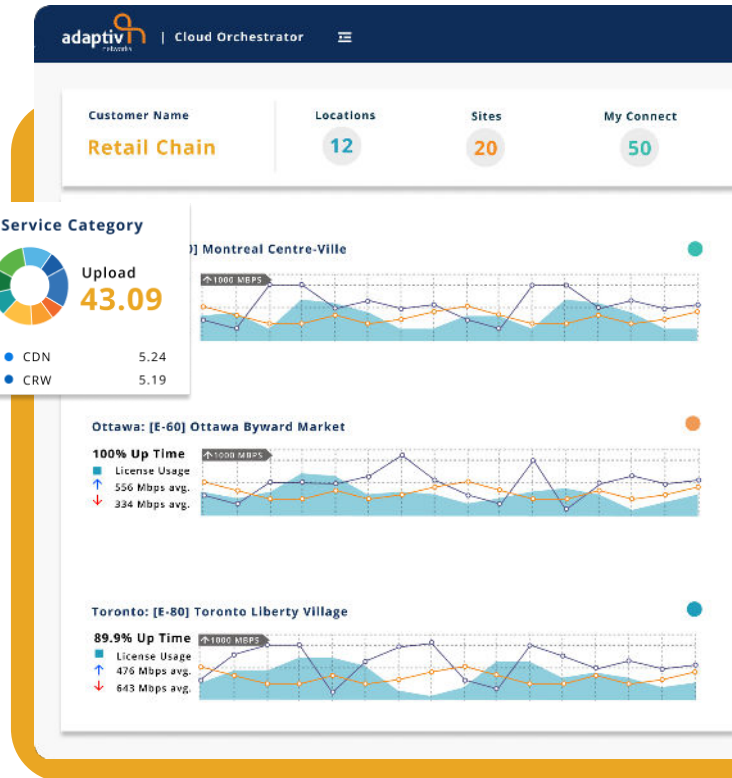
Why Partner with Adaptiv Networks

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 managed service to avoid the hidden cost and complexity of a do-it-yourself 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 simplify SD-WAN adoption. The hardware, software, network and support are sold together as one powerful cloud-managed SD-WAN solution that's easy to buy, easy to sell, and easy to integrate with any ISP connections, firewalls, UCaaS services or cloud applications.



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 training, marketing and sales enablement through our online partner portal, plus deal registration and sales support to help your agents close deals. We pay competitive upfront commissions and strong residuals for license renewals.

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.



Agile and secure cloud connectivity

Adaptiv Networks | Partner Portal



Partnership Benefits

MINIMAL RISK, MAXIMUM POTENTIAL

Adaptiv Networks offers simple, scalable SD-WAN and SASE 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, multi-tenant cloud orchestrator, world-class support team, and our SD-WAN edge devices into simple “as-a-service” licenses. Our Technology Services Distributors Program provides the flexibility and resources to deliver cloud-managed SD-WAN solutions through various agent channels including VARs, System Integrators, and MSPs.

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

Voice of the Partner



“Adaptiv’s agile solutions with their seamless failover and automated call prioritization will enable us to deliver superior quality of experience for UCaaS services. They are an important addition to our robust portfolio of IT technology solutions for the channel that meet real-world customer needs and reduce costs.”

JEFFREY PEARL

CEO AND FOUNDER, OTG CONSULTING

“iTelecom seeks out best-in-class telecommunication, connectivity and cloud solutions. We thoroughly vet our preferred providers to ensure the services our iAgents offer are from leaders in the industry. We were particularly impressed that Adaptiv SD-WAN’s seamless, fast failover capability ensures voice or video calls are not dropped when a link outage occurs.”

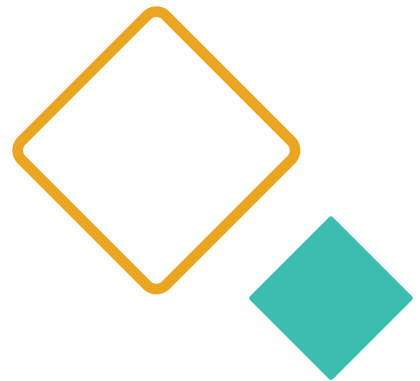
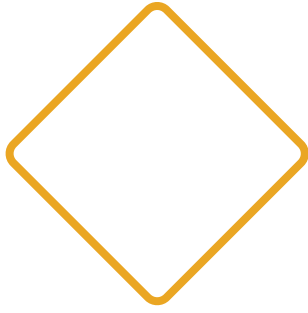
MICAH BEVITZ

CEO AND FOUNDER, ITELECOM

“We were excited to offer distribution services for Adaptiv Networks. However, as we learned more about the SD-WAN market and Adaptiv Networks’ unique business model and growth prospects, TeleDynamics decided to play a bigger role by offering Adaptiv’s managed SD-WAN to our partner ecosystem as well.”

DANIEL NOWORATZKY

CTO OF TELEDYNAMICS



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

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)