

New opportunities	5
Accounts (All)	24
Amount	28,400 USD



CLOUD-MANAGED SD-WAN AND SASE

# Partner program

# Agile & Secure Cloud Connectivity



Business productivity depends on technology and cloud applications, so they require network solutions that are always on, fast, and secure.

**The SD-WAN/SASE market is booming!** The trend in the SME space can be summed up in two words: growth and opportunity. Analysts project annual growth of ~20–30% in the SME-focused SD WAN/SASE segment as cloud/SaaS adoption and hybrid work continue to accelerate. This translates to roughly 5X growth over the next 5 years. Demand is skyrocketing, and most service providers will need a trusted technology provider to help them make it all work.

# Why partners choose Adaptiv

## Designed for channels to succeed

### Purpose-built for channels

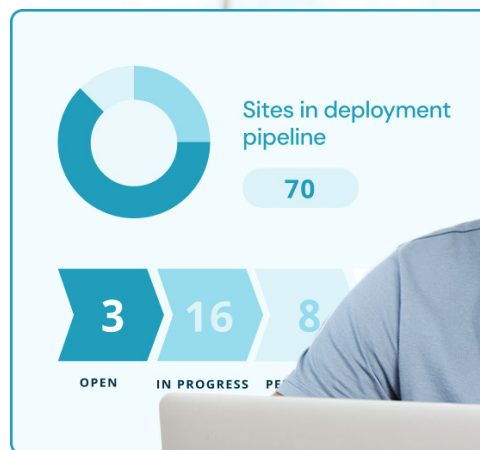
Co-managed or fully managed options, plus on-demand training, certifications, and 24/7 NOC support.

### Easy to buy, deploy, and operate

Simple, all-inclusive SD-WAN licenses include the edge device, software, and cloud network all managed through a single-pane-of-glass.

### Proven at scale

300+ partners in 50+ countries serving 2,000+ end-customers globally.



## Frictionless SD-WAN service delivery

SME are rapidly adopting SD-WAN and SASE solutions, and the vast majority of these businesses are looking for a solution provider to manage or co-manage their network connectivity and security. Yet, most SD-WAN vendor solutions are designed for larger enterprise.

Adaptiv Networks provides cloud-managed SD-WAN connectivity and SASE cybersecurity solutions that are exclusively delivered through channel partners, and tailored to fit the requirements of your small and mid-enterprise customers. Channel partners including Service Providers, MSPs, MSSPs and VARS are teaming up with Adaptiv Networks to deliver SD-WAN and SASE as a managed service. Our Partner Program provides the cloud network, certification training and support team, plus digital marketing and sales enablement to ensure your success.

# Boost revenues and margins with SD-WAN

## Turnkey solutions with cloud-managed efficiency

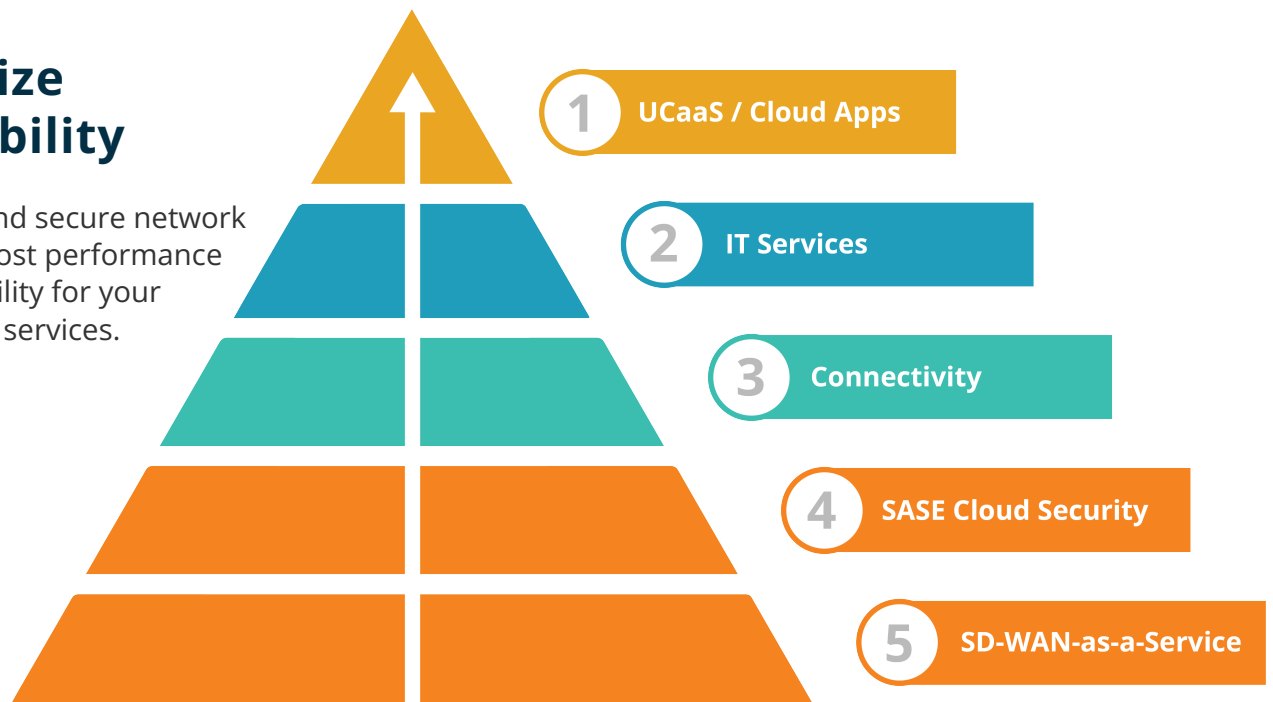
Adaptiv Networks makes SD-WAN easy-to-buy, easy-to-sell and easy-to-manage. We offer scalable solutions to fit the needs of small and mid-enterprise customers who value simplicity, performance and cost-effectiveness.

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

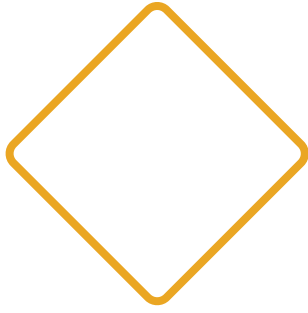
Our smart and secure network solutions boost performance and profitability for your value-added services.



# 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 provides resellers with marketing and sales enablement tools to help build your sales pipeline, plus professional services, world-class support, and training to help ensure your continued success.

PARTNER DISCOUNT	BRONZE	SILVER	GOLD	PLATINUM
SD-WAN LICENSES	20%	30%	37.5%	45%
PREPURCHASE SD-WAN LICENSES*	N/A	37.5%	45%	52.5%
PROFESSIONAL SERVICES	10%	15%	20%	20%
BENEFITS	BRONZE	SILVER	GOLD	PLATINUM
ADAPTIV PARTNER PORTAL	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ADAPTIV CLOUD ORCHESTRATOR	INCLUDED	INCLUDED	INCLUDED	INCLUDED
PARTNER STOCK EDGE DEVICES	OPTIONAL \$	OPTIONAL \$	5 INCLUDED	15 INCLUDED
ORCHESTRATOR WHITE LABELING	\$	\$	INCLUDED	INCLUDED
CERTIFICATION TRAINING	ONLINE	ONLINE	LIVE VIRTUAL	LIVE VIRTUAL OR IN-PERSON
MARKETING DEVELOPMENT FUNDS	N/A	2%	3%	4%
MARKET LAUNCH ACTIVITIES	N/A	N/A	PRESS RELEASE & WEBINAR	PRESS RELEASE & 3 WEBINARS
PRESIDENTS CLUB SEAT	EARNED	EARNED	EARNED + 1	EARNED + 1
PARTNER ADVISORY BOARD	N/A	N/A	EARNED	INCLUDED
QUALIFICATION OPTIONS	BRONZE	SILVER	GOLD	PLATINUM
MINIMUM COMMITMENT FOR ANNUAL NEW SALES	N/A	N/A	\$50,000	\$200,000
ACTUAL ANNUAL NEW SALES	N/A	\$20,000	\$50,000	\$200,000
ACTUAL ANNUAL TOTAL SALES	N/A	\$50,000	\$200,000	\$500,000
*OPTIONAL PREPURCHASE AMOUNT TO MAXIMIZE DISCOUNT	N/A	\$20,000	\$50,000	\$200,000



## 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](mailto: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://adaptiv-networks.com)