



## Certified Partner Program

Nevis Networks' channel program provides highly effective sales and marketing support for select channel partners around the world. This program is built with the clear understanding that productive, long-term channel relationships are critical to our ongoing success. Channel partners qualifying to participate in this program will benefit from our innovative technology, comprehensive suite of product solutions, marketing programs, sales tools, training, support and direct help in growing their businesses. Partners are expected to have a deep technical expertise in enterprise networking and security solutions, as well as a significant enterprise customer base.

Active, equitable management of territory coverage and cross-region channel interactions is a cornerstone of our overall program, and a clear demonstration of our long-term commitment to our partners and channel sales strategy.

The foundation of our channel program is our Certified Partnership category. Upon executing a direct reseller agreement, and completing the partner training and certification process, these partners are entitled to order products and services directly from Nevis Networks in order to resell them to their customers as part of their overall solution in the assigned territory. The following summary provides a high-level overview of some of the key Certified Solution Partner program benefits and requirements. Potential partners interested in learning more about the program should send an email to [sales@nevisnetworks.com](mailto:sales@nevisnetworks.com) in order to be put in contact with a local Nevis Regional Manager.

### Key Certified Partner Benefits

#### Unique Solution with Compelling Value

Immediately generates interest of new and existing customers, and is compelling in the high growth LAN security market.

#### Liberal Partner Margin

Certified Partners receive a discount off of MSRP for Nevis products and services. Furthermore, those partners becoming authorized Nevis support centers will receive an additional discount on initial support service sales.

#### Increases Value-Added Service Revenue

Securing the LAN is one of the top priorities for enterprises globally. Nevis provides a multi-function approach which resonates with customers and cost-effectively addresses a high priority problem.

#### Shortest-Time-To-Purchase Order

Hook customers quickly and establish credibility with an evaluation service which verifies endpoint integrity and identifies vulnerabilities in their network.

#### Sell Across Vertical Markets

Hundreds of customers across many vertical markets whose are now addressing LAN security issues in an environment of open networks and a dissolving network perimeter.

### Certified Partner Programs and Tools

Jump-start kit, reseller guide, sales collateral, wall plaque, joint marketing activities, competitive positioning documents, pricing tools whitepapers, graphics, regional seminars, mailers, protected partner extranet to our knowledgebase and web site, priority phone queuing and other tools.

### Key Certified Partner Requirements

#### Technical Support Capability

Sustaining at least a baseline pre-and post-sale technical support capability with a dedicated support lab, database system and call center is required of all direct Nevis reseller partners, regardless of authorized support center status.

#### Sales & Technical Training Requirements

At least one Sales and one SE resource must receive formal Nevis training within 60 days of contract signing.

#### Demonstration Equipment Purchase

It is not required, but strongly encouraged that at one demonstration unit be purchased (an LE 2024) within the first quarter after contract signing, which is offered at a significant discount to the partner.

#### Business Planning & Reporting

Quarterly business plan and monthly revenue forecasts must be presented to the Nevis Regional Manager.

## **About Nevis Networks**

Nevis Networks is the cost leader in Persistent LAN Security solutions that protect information privacy and integrity, provide user-based visibility, and maintain regulatory compliance. Nevis' innovative 10Gbps ASIC-based LANenforcer product line integrates pre-connect NAC functionality, with post-connect access control and threat detection, securing the Enterprise at wired, wireless, remote and branch office entry points. Nevis was founded in 2002 by seasoned executives with strong track records in security, semiconductor design, and networking technologies, and has raised over \$40 million from veteran Silicon Valley investors New Enterprise Associates, BlueRun Ventures, and New Path Ventures. The company is headquartered in Mountain View, California, with additional R&D centers in Pune, India and Beijing, China. <http://www.nevisnetworks.com>

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