



Edge Transformation Partner Program



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Introducing a Modern Partner Program that will take you to the Edge



Our goal is to enable you to deliver the technology and customer experience that distinguishes you from your competition.

Welcome to ZPE Systems' Partner community. This is your opportunity to accelerate growth at the Edge, with what analysts are calling “the biggest opportunity since the Cloud” and what Gartner predicts to be a \$450B hardware, software, and services market by 2025. As we begin our relationship, we will help you tap into this emerging opportunity and grow your revenue. You’ll discover why industry leaders are rapidly adopting Nodegrid to gain secure remote access to their data centers and to meet their next-generation networking requirements at the edge.

With the world changing at unprecedented speed, keeping pace requires partnering with people and technology that boost you toward success. I&O leaders must rapidly modernize edge, remote, and branch infrastructures to support a better customer experience and deliver on business expectations regarding security, resiliency, and cost. As a ZPE Systems Partner, we will help you solve your customer challenges and become a trusted advisor for network modernization.

We are passionate about open networking and delivering vendor-neutral solutions. We innovate by listening to our customers and Partners, employing expert network engineers, and collaborating with an ecosystem of technology leaders. It’s our mission to give you the solutions you need to compete and win in the race towards network modernization.

Our Partners leverage our ability to outpace the competition thanks to technologies and standards that customers demand. Cloud apps, geofencing, 5G/4G/LTE cellular connectivity and Zero-Touch deployment are only a few examples of the innovation that drives ZPE Systems ahead of alternative solutions. The Nodegrid Services Router is the first all-in-one device that uses virtual network appliances to streamline the network stack, and features groundbreaking modularity with add-on expansion cards for boosting compute, storage, and physical connectivity capabilities. The onboard or standalone Nodegrid OS offers power and portability, with support for VMs & Docker containers, automation, in-band & out-of-band management, and multi-path network failover. ZPE Cloud™ accelerates network teams to improve distributed operations under a comprehensive SASE strategy, providing 360-degree network visibility from a single view. Partners can further differentiate by using Nodegrid to run custom applications on-prem or integrate with existing enterprise services through open APIs.

Our Partners represent an extension of our team. Apart from gaining access to business-differentiating technologies, our Partners also benefit from financial incentives and close technical & sales collaboration.

With ZPE Systems, you get a trusted Partner who’s invested in minimizing your total cost of partnership and maximizing your success. We look forward to enabling you to deliver modern, open networking solutions to your customers.

- Steven Jehring
Global Channel, Strategic Partners & Alliances

The Opportunity



\$450B

Edge Market *

*By 2025 - Gartner

\$400M

Out-of-Band Market

\$5.25B

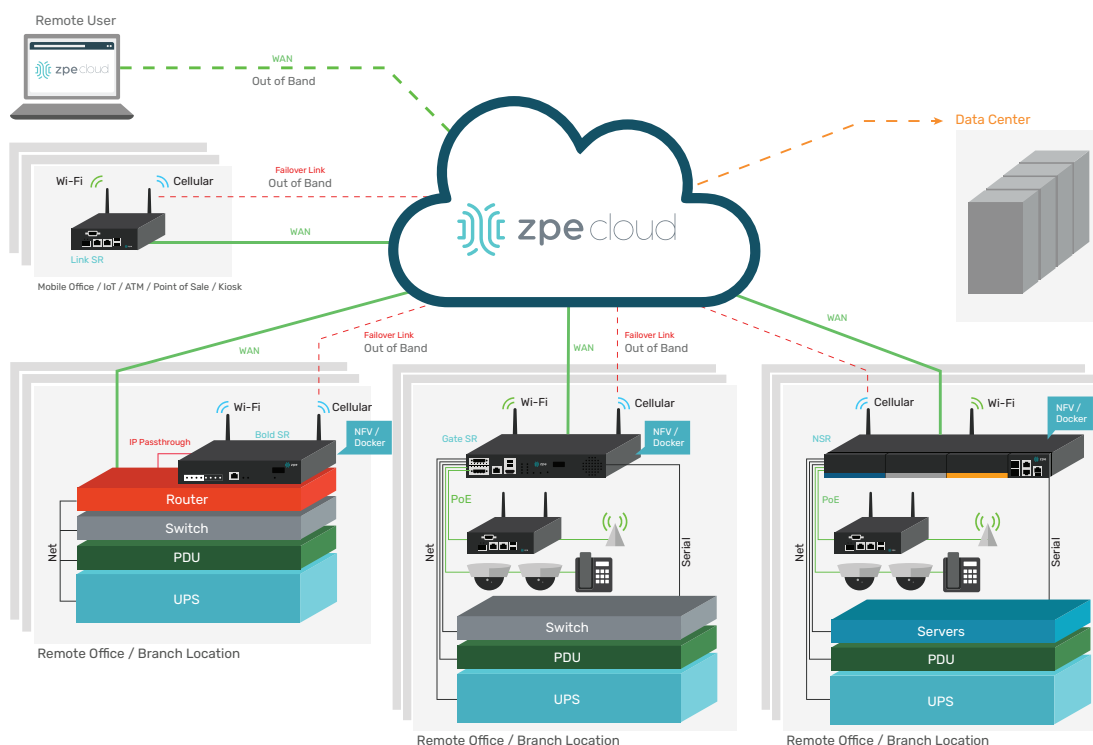
SD-WAN Market

Why Enterprise Customers Choose Nodegrid to Transform The Edge

Nodegrid's modern & open technologies solve legacy network problems

Gain New Business with Trusted Network Innovation

ZPE Systems is the pioneer in open, vendor-neutral networking solutions. For years, we've been modernizing the core-to-edge infrastructure for the world's largest enterprises and technology giants. Our customer list continues to grow with top companies.



Grow with Nodegrid

Our Cloud to Edge platform improves the way customers build, manage, and secure branch networks – without the hassle of revamping their systems. Unlike other solutions, Nodegrid is built on open architecture, including the hyperconverged Nodegrid OS, the Nodegrid SR family of all-in-one hardware, and the lightweight ZPE Cloud platform.

- Deploy VNFs, Docker containers, custom apps, & more using Nodegrid OS
- Consolidate on modular, all-in-one devices like the Nodegrid Services Router
- Use ZPE Cloud to offer management, automation, & other value-add solutions

- Out of Band Management
- Networking
- Secure Access Service Edge (SASE)
- Guest OS / NFV / VNFs
- DevOps & Converged Infrastructure
- Edge Networking
- Docker / Kubernetes Compatible

Unlock an Ecosystem of Leading Solution Providers

Adapting to the future is key. That's why ZPE Systems continues to forge partnerships with technology leaders like Palo Alto Networks, Intel, & others. This empowers you to unleash fully customizable Nodegrid solutions and meet customer demands, no matter how requirements may change.



... and more.

Why Partner with ZPE Systems?



Compete

The Edge Transformation Partner Program combines speed and innovation so you can win against the competition. Our network engineers are passionate about innovating so you can deliver the latest technologies to meet even the most challenging customer demands. This culture ensures that you have the right technologies at the right time to achieve more opportunities.



Differentiate

Our Partners use Nodegrid as a powerful differentiator that enables total customization. With Nodegrid, Partners can meet customer and industry-specific requirements through solutions that are truly matched to their expertise.



Benefit

By investing our time and resources, we promise to help you grow while minimizing your overall cost of our relationship. Gold Partners receive not only the top-tier benefits of a world-class partner program, but also the assurance that margins won't be compromised by large DMRs or E-tailers.

Edge Transformation Partner Program

Built on quality, not quantity

- **Increase customer satisfaction**
- **Develop responsive relationships**
- **Ensure the highest competency**
- **Maximize margins**

The Edge Transformation Partner Program consists of two Tiers; Silver and Gold.



Gold Partners demonstrate a high level of competency, strategic alignment, and a commitment to engage in solution education and joint business development.

Gold Partners stand out with a focus on delivering modern, high quality solutions to enterprise customers. Gold Partners are rewarded with the best margins, MDF, lead referrals, and other benefits.

Our sales and technical teams are always a phone call away, ready to help you and your customers implement right-fit solutions for successful projects.

If you're ready to gain a competitive edge and build a profitable Nodegrid practice, join our Edge Transformation Partner Program!

Program Requirements and Benefits

Program Requirements		
Activity	Silver	Gold
Application Approval	✓	✓
Signed Partner Agreement	✓	✓
Sales		\$
Sales Certification	✓	✓
Technical Certification		✓
Business Plan		✓
Quarterly Business Review		✓
Program Benefits		
Partner Portal Access	✓	✓
Deal Registration	%	% %
Sales Training	✓	✓
Technical Training	✓	✓
Co-branded Collateral	✓	✓
Partner Logo	✓	✓
Partner Locator		✓
Partner Profile		✓
Lead Distribution		✓
Market Development Funds		%
Access to rebates & rewards		✓
NFR/POC Program		✓
Relationship Manager		✓
Technical Contact		✓

Win Together

Our business is to rethink the way networks are built, deployed and managed. Combined with a strategy that embraces highly competent resellers, we can ensure the highest benefits to our Partner community and together deliver an outstanding customer experience.

Rest assured with the knowledge that your customers network modernization with ZPE Systems is protected throughout an extremely long product life cycle with the latest technologies, standards and an engineering culture that feeds on a passion for innovation.

Join ZPE Systems' Edge Transformation Partner Program to accelerate your growth in this rising market opportunity.

