

ConnectedPartner

New Program for Enterprise Partners




Make more money, reduce risk, and increase sales velocity



Addressing Top Challenges

The ConnectedPartner Program addresses top enterprise partner concerns, such as lack of new revenue opportunities, hardware margin erosion, and insufficient capacity of skilled network teams.

ONE Network for Enterprise

-  Simple
-  Reliable and secure
-  Compelling economics

In addition to the many benefits of the standard program, enterprise partners will have the opportunity to increase their revenue more quickly and reduce risk.

Lower thresholds make it easier (and quicker) for Cambium's Enterprise partners to move up to the top tier, gaining more benefits as you go!



Cambium Networks™
ConnectedPartner **ELITE**

 **Cambium Networks™**
ConnectedPartner **PLUS**

 **Cambium Networks™**
ConnectedPartner

'Amicus Network, a division of Safety NetAccess, has been working with Cambium for a few years. Whether they are generating new business opportunities, or we are collaborating on a marketing campaign or event, Cambium has been easy to work with and we've seen several new projects in a short amount of time.'

--Dave Elder, Amicus Network

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Key Benefits

Enterprise Wi-Fi growth and margin for all tiers

Increasing discounts associated with each tier

New revenue opportunities for top-tier partners with joint marketing and market development funds

Live virtual instructor-led training plus partner training discounts (and free training vouchers for top tiers)

Enterprise end-user leads for top-tier partners

Lifecycle technical services for ConnectedPartner Elite partners

New & Improved Partner Benefits at a Glance

Higher Margins	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Joint Marketing	Portal Resources	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Cambium-Provided Leads		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Geographic scarcity for SI/VAR	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Live, virtual technical training vouchers		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Lifecycle support*			<input checked="" type="checkbox"/>

All partners have access to free on-demand training and the new Enterprise BOM Configurator.

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