

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!







'Amicus Networx, 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 Networx



ConnectedPartner

Key Benefits



Enterprise Wi-Fi growth and margin for all tiers



Increasing discounts associated with each tier



New revenue opportunities for toptier partners with joint marketing and market development funds



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

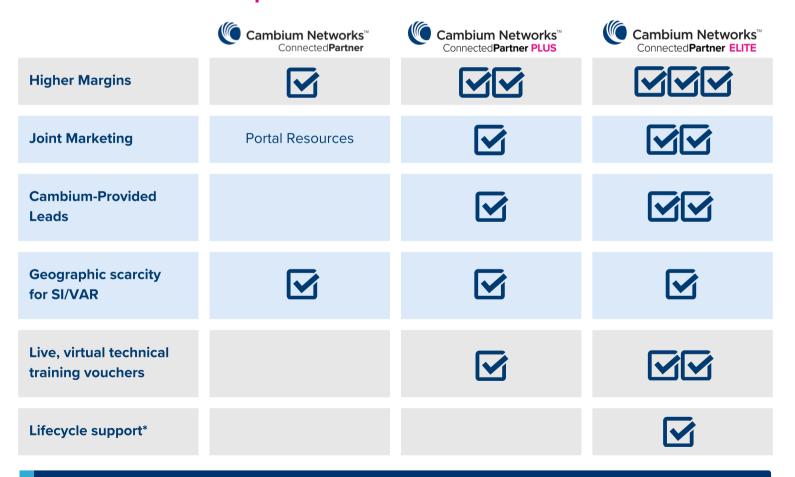


Enterprise end-user leads for top-tier partners



Lifecycle technical services for ConnectedPartner Elite partners

New & Improved Partner Benefits at a Glance



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