

NETSCOUT

NETSCOUT®

CONNECT360

Partner Program - US Federal

US Federal Distributor



- Implement NETSCOUT sales through a network of Tier 2 Partners and never directly to End Users, unless authorized in writing by NETSCOUT
- Solution certification requirements (through NETSCOUT's Partner Portal)
 - Certified sales – 3 employees
 - Certified technical engineering – 2 employees
- Annual Target Revenue - \$5M (USD)



Reseller Designations

- Must purchase through NETSCOUT Value-Added Distributors
- Discounts to the Distributor:
 - Hardware (24%)
 - Software (27%)
 - Maintenance – including renewals (23%)
 - Services* (10%)
- Deal registration discounts (additional) - New business (20%) / Existing business (13%)
- Solution certification requirements (through NETSCOUT's Partner Portal)
 - Certified sales – 3 employees
 - Certified technical engineering – 2 employees
- Annual Target Revenue - \$2.5M (USD)



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- Must purchase through NETSCOUT Value-Added Distributors
 - Discounts to the Distributor:
 - Hardware (16%)
 - Software (19%)
 - Maintenance - including renewals (18%)
 - Services* (10%)
 - Deal registration discounts (additional) - New business (20%) / Existing business (13%)
 - Solution certification requirements (through NETSCOUT's Partner Portal)
 - Certified sales – 2 employees
 - Certified technical engineering – 2 employees
 - Annual Target Revenue - \$250K (USD)



Benefits

NETSCOUT. | CONNECT360
US Federal Distributor

NETSCOUT. | CONNECT360
US Federal Platinum Reseller

NETSCOUT. | CONNECT360
US Federal Gold Reseller

Authorized

Product Discounts	✓		✓	✓	Through VAD
Deal Registration	✓		✓	✓	Through VAD
Access to Online Training	✓		✓	✓	✓
Access to Instructor-led Training	✓		✓	✓	✗
Semi-Annual Executive Level Meetings	✓		✗	✓	✗
Eligible for Marketing Event Funds	✓		✓	✓	✗
Eligible for Sales Incentive Programs	✓		✓	✓	✗
Invitation to Partner Advisory Board Meetings	✓		✗	✓	✗



Requirements

NETSCOUT | CONNECT360
US Federal Distributor

NETSCOUT | CONNECT360
US Federal Platinum Reseller

NETSCOUT | CONNECT360
US Federal Gold Reseller

Authorized

Target Annual Revenue	\$5M (USD)	\$2.5M (USD)	\$250K (USD)	No
Annual Business Plan	Yes	Yes	No	No
# of dedicated sales' training sessions (virtual or in-person)	Min 2 per year	Min 2 per year	Min 1 per year	No
# of certified sales employees*	3 per year	2 per year	2 per year	1 per year
# of certified sales engineer employees*	3 per year	2 per year	2 per year	No
Attend annual NETSCOUT Engage Conference	Minimum 2 representatives	Minimum 2 representative	Minimum 1 representative	No
NETSCOUT-focused marketing / customer events per year	Minimum 2 per year	Minimum 2 per year	No	No
Approved references / Case studies per year	No	1 Per Year	No	No
Executive-level Meetings	4x per year	2x per year	No	No
Engineering Discussions	N/A	2x per year	No	No
Sales Account Planning - quarterly	Yes	Yes	No	No
NETSCOUT logo posted on website	Yes	Yes	Yes	No

* Product and Maintenance Discounts listed on then-current discount schedule – posted on The Scout



Deal Registration - *Boost your margins with additional discounts*

Partner Eligibility

- Available to all authorized NETSCOUT Federal channel partners in good standing.

Definitions

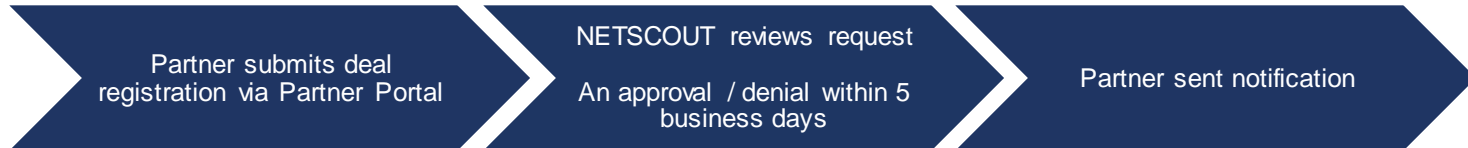
- Existing Business – An opportunity that NETSCOUT already knows about and has been working to develop. 13%
- New Business - An opportunity that is identified by the channel partner and brought to NETSCOUT. 20%

Requirements

- Ability by NETSCOUT to provide a quote within thirty (30) days of NETSCOUT's approval
- No existing deal registration on opportunity
- Opportunity must have been initiated independently by the channel partner
- Product list price that is equal to or greater than \$25,000 (USD)

Exclusions

- NETSCOUT Support and Maintenance Services, Training Services, Test Optimization, Other Services, All Accessories
- Post RFP / RFQ Release



Marketing Event Funds

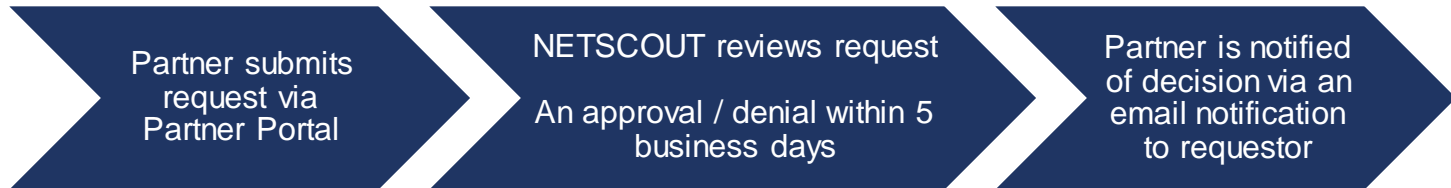
The NETSCOUT Marketing Event Funds Program provides a mechanism for eligible channel partners to access funding to support activities that help drive sales of NETSCOUT solutions.

Funds can be used for:

- Virtual or physical tradeshows / seminars
- Corporate sales events / programs
- Lead generation activities



All requests must be submitted through the NETSCOUT Partner Portal



Certification Training

Available to all authorized NETSCOUT Federal partners, NETSCOUT offers both commercial and technical training depending on your role, and in most cases, you will be eligible for certification.

- Level 1 Certification can be taken through the learning management system on the NETSCOUT Partner Portal
- Level 2 Certification (deep dive / virtual, hands-on training) is offered based on instructor-availability. Updates schedule is on the NETSCOUT Partner Portal.

All certification training can be found on the NETSCOUT Partner Portal



Demo and Lab Equipment Program

This program allows NETSCOUT partners to demonstrate our solutions to end users using not-for-resale demo equipment that has been purchased at a discounted cost

Partner Eligibility

- Available to all contracted Federal NETSCOUT Channel Partners in good standing
- Discounts are 65% off NETSCOUT's then-current Enterprise and Security solutions on Hardware / Maintenance (including renewals) Software



Partner submits request for NFR Equipment via Partner Portal

NETSCOUT reviews request

SLA – 5 business days (approval / denial)

Partner submits order to orders@NETSCOUT.com or sales-orders@arbor.net

NFR equipment shipped / SLA 3 business days

