



# Milestones to Success

The Partner Program for growing a  
successful Networking business



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# Who is Extreme Networks?

**Complex networks are outdated!** Extreme Networks delivers **superior networking experiences** to enterprises and organizations in a simple, intuitive, and consistent way, pushing the boundaries of technology using machine learning, AI, analytics, and automation.

Always with the needs of resellers and their end users in mind, Extreme Networks has been driving modern **network infrastructures** from the development of the first Gigabit Ethernet switch to the industry's only fourth-generation cloud architecture.

And so today, Extreme Networks delivers intelligent, flexible and secure **cloud-based end-to-end networking solutions** - scalable from SMB to Enterprise:

- Latest generation switching products from edge to core
- Wifi 6 access points
- Fast and highly scalable routing
- Applications for network management automation, analytics & security



More than **50,000 customers worldwide** already rely on Extreme Networks' cloud-based end-to-end networking solutions, services and support to accelerate their digital transformation.



Founded in  
1996 in Silicon  
Valley



#2 Cloud  
Managed  
Network  
Solution



\$1B  
annual  
revenue



Over 2,800  
employees  
worldwide



More than  
9,000  
channel  
partners



Gartner Peer  
Insights  
Customer  
Choice Winner



Represented  
in more than  
80 countries



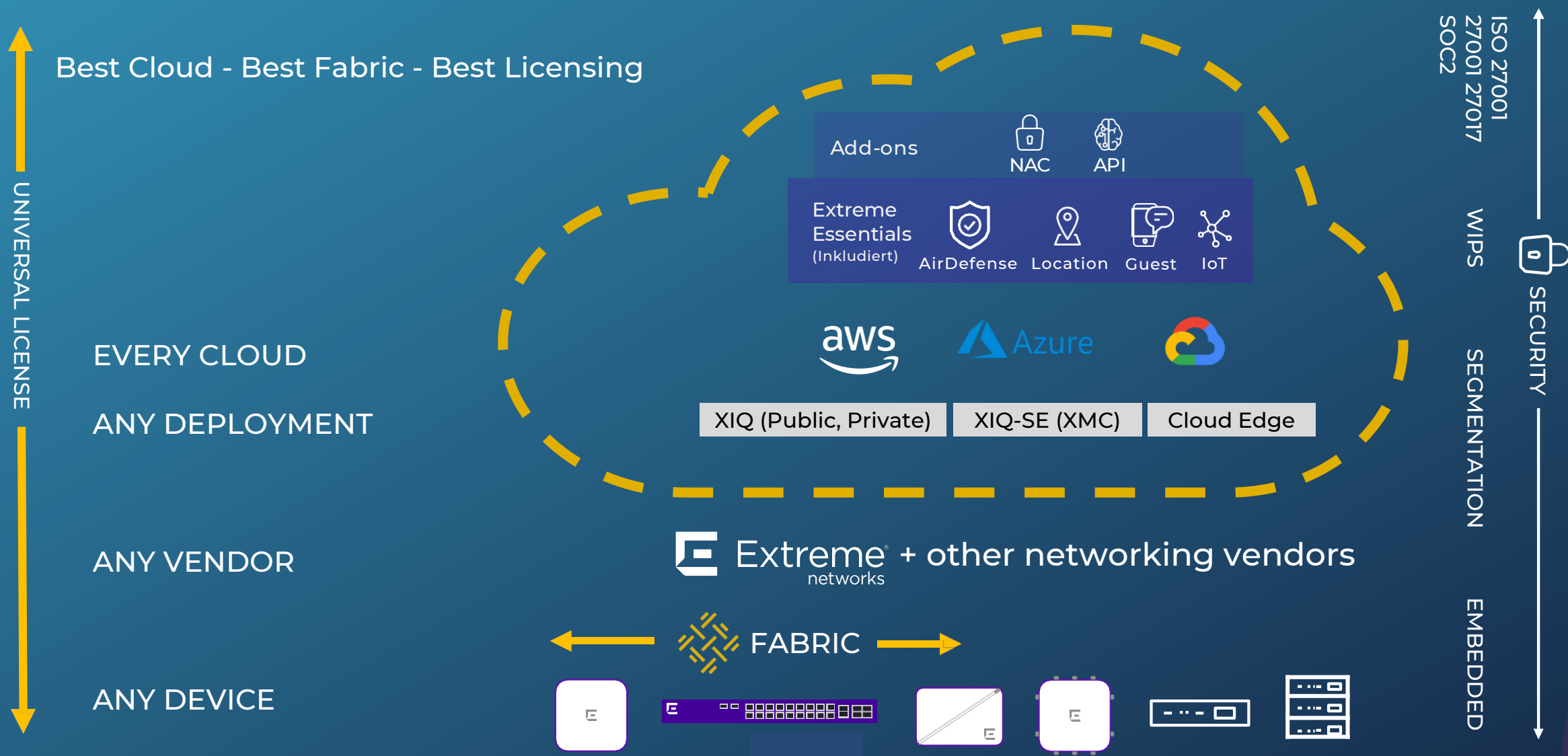
100%  
Insourced  
Service &  
Support



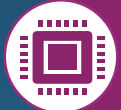
More than  
1,000  
patents

# Effortless Network Experiences

It's an experience that can only be delivered at cloud speed and as an Extreme partner.



# Why Extreme Networks should not be missing from your portfolio?



The reseller channel is not as saturated as, for example, Cisco or HP



No outsourced support



100% recommendation of support services, compared to 74% for Cisco or 54% for HP



No mandatory certifications



"Born in the cloud" 4th generation vendor



No mandatory enrollment

Extreme Networks is a Gartner  
Leader in the Wired and Wireless  
LAN Access Infrastructure category



## Networking made easy

Whether SMB or enterprise, Extreme Networks' comprehensive portfolio offers the right network solution with unique added values for every requirement of your customers.



Simple  
administration  
& clear  
management



Freedom of  
choice, simplicity  
& flexible  
deployment



Increased  
security  
realized in the  
shortest time



Cloud-based  
networks with  
AI, ML, analytics  
& automation

## Become a partner of Extreme Networks? Extremely easy & extremely fast!

Complex requirements and lengthy processes?  
Not with Extreme Networks - Just register and get started!

- **Easy Channel Program:** Your Authorized status requires only one registration
- **Power Pricing:** Additional discounts are quickly applied for
- **Protection of your projects:** Deal registration option for project protection
- **Dojo learning platform:** Get your 1st sales certification in just 1 hour
- **Extreme Networks 360 App:** Always up to date and connected to the Extreme Community



# Discover your advantages in these videos

Why partners  
choose Extreme  
Networks



How partners  
earn more with  
Extreme Networks



More about the 4th  
Generation Cloud from  
Extreme Networks



Are you interested in  
becoming a successful  
Extreme Networks Partner?

**Here's your path  
to success in  
your networking  
business....**



# Would you like to ...

- move mountains, and develop a strong networking practice with a vendor you can rely on?
- achieve more sales and maximize your profit margin in a secure way?
- reach new customers and address new markets?
- delight your customers with cloud-based end-to-end network solutions?
- have an experienced partner at your side to support you on your way to the top?



Join our **Milestones to Success Program** and set out for new business opportunities with Westcon & Extreme Networks!



**Mehr Business**



# Milestones to Success

The **Milestones to Success Program** is an exclusive reseller program from Westcon that helps your company easily and profitably build and grow its networking business with Extreme Networks.

On a clearly defined path and accompanied by comprehensive information and support services, we will guide you to new business heights. Step by step, you will climb important milestones and be rewarded for your commitment and progress.

Once you have climbed to the top, Westcon will reward your company with \$500 for a team event of your choice, so you can celebrate the success.

For more information on the conditions of participation, please visit our website! [\[LINK\]](#)



# How does the Milestones to Success Program work?

Our program is based on a simple, step-by-step path.  
The order of the individual steps is variable.

## 1. Onboarding

### Registration

Register as a Westcon & Extreme partner and request your access to PartnerView, the 24x7 self-service portal for Westcon partners.

### Meeting

Schedule a face-to-face appointment or video meeting with our BDM to get to know Westcon and ask your questions.

### Newsletter

Sign up for both the Westcon and Extreme newsletters to get the latest, most relevant news for your business delivered straight to your inbox.

### LinkedIn

Follow Westcon and Extreme on LinkedIn, get the latest news, promotions & events and share interesting posts with your network.

2.

### Testflight

Join Westcon for an interactive virtual or physical Testflight Workshop to experience Extreme's performance capabilities for yourself.

3.

### ESS

Visit the Extreme Dojo learning platform, download the Extreme Game Center App, and take the ESS Cloud Networking certification.



**Congrats!  
Milestone  
reached**

**Access  
Point**



**Next** →

**Start**



# How does the Milestones to Success Program work?

Our program is based on a simple, step-by-step path.  
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4.

## CSS

Join our Channel Self Service (CSS) webinar in live demo format to learn about Extreme's Channel Self Service tool.

5.

## Marketing

Use a ready-to-use "Marketing Campaign in a Box" from Westcon to invite your customers to a test flight.

6.

## PreSales

Arrange individual one-to-one sessions with the Westcon PreSales team on how the IRIS tool works and other topics of your choice (e.g. on Extreme CloudIQ).

7.

## Business

Submit a Deal Registration or EQQ.

8.

## Project

Close a project with Westcon and Extreme.

**Congrats!**

**Celebrate the success with your team!**



**Made it!**



Are you ready  
to take off?



## Growing with the Milestones to Success Program is just a few steps away:

- Register your interest in participating in the Milestones to Success Program on our website [LINK].
- We will check the requirements.
- After a positive review, you will receive the "go" for your climb to the top.
- Set up your team and follow our defined path with support from Westcon & Extreme Networks - The path to success is a shared one.
- Look forward to comprehensive information and support offers as well as rewards.
- Once you have climbed to the top, you receive \$500 for a team event of your choice.





# Rely on a partnership with experts



## **More than 20 years of experience:**

No one knows Extreme's solutions, actions and processes better than us



## **Global expertise:**

Supply chain capabilities required for large network deployments & upgrades



## **Availability:**

An excellent warehouse guarantees fast delivery times of Extreme products around the world



## **Qualified technicians:**

Support for product selection and configuration



## **Partner Portal:**

Quotes, delivery bills, invoices and availability at the click of a button



## **Marketing-as-a-Service:**

Support for marketing campaigns, e.g. when it comes to acquiring new customers



**Your Value  
Adds with  
Westcon**

# Westcon Academy

Network Management

Wireless

Routing & Switching

Data Centre

Cloud Networking



As an **Extreme Networks Authorized Training Partner**, we offer certified and accredited training courses in our Westcon Academy for you as a partner and for your end customers.

**Extreme Networks divides its certification programs into three categories:**

## Extreme Sales Specialist (ESS)

This certification is for individuals who need to understand and explain the benefits of Extreme Networks solutions to their customers.



## Extreme Design Specialist (EDS)

These certifications are intended for individuals who hold a pre-sales role and are responsible for product positioning and solution design.



## Extreme Certified Specialist (ECS)

These certifications are designed for individuals who have a technical role and implementation function and require foundational skills in solution implementation, expert integration, and custom consulting.



**Discover our course program**

<https://academy.westconcomstor.com>



# Useful Links - Extreme Networks

## **Extreme Networks Website:**

<https://www.extremenetworks.com>

## **Extreme Networks on LinkedIn:**

<https://www.linkedin.com/company/extreme-networks/>

## **Extreme Networks Newsletter Signup:**

<https://learn.extremenetworks.com/GDPR-Communications-Consent-Page.html>

## **Extreme Partner Portal:**

<https://extremenetworks.webinfinity.com/>

## **Extreme Portal:**

<https://extremeportal.force.com/>

## **Become a Partner:**

[https://extremeportal.force.com/extracountregistration?\\_ga=2.201334418.2094414657.1630948310-974145917.1630948310](https://extremeportal.force.com/extracountregistration?_ga=2.201334418.2094414657.1630948310-974145917.1630948310)

## **Dojo Training Portal:**

<https://dojo.extremenetworks.com/>

## **Extreme Networks 360 in the Apple App Store:**

<https://apps.apple.com/us/app/extreme-networks-360/id1119623345>

## **Extreme Networks 360 in the Google Play Store:**

<https://play.google.com/store/apps/details?id=com.socialchorus.ebg.android.googleplay>



# Useful Links – Westcon

**Westcon Newsletter Signup - Do not miss any news for your business:**

<https://p.westconcomstor.com/signup>

**Westcon Event Calendar - Discover our events and those of our vendors:**

<https://www.westconcomstor.com/global/en/events.html>

**Extreme Networks Vendor Page:**

<https://www.westconcomstor.com/uk/en/vendors/extreme-networks.html>

**Westcon Europe on LinkedIn:**

<https://www.linkedin.com/company/westconeurope/>

**Westcon Middle East on LinkedIn:**

<https://www.linkedin.com/company/westconme/>

**Westcon-Comstor Sub-Saharan Africa on LinkedIn:**

<https://www.linkedin.com/company/westcon-comstor-sub-saharan-africa/>

**PartnerView:**

<https://www.westconcomstor.com/store/global/en/login>







**Contact your Westcon  
Account Manager for  
more information!**

## **About Westcon-Comstor**

Westcon-Comstor is a global technology provider and specialist distributor, operating in more than 70 countries. It delivers business value and opportunity by connecting the world's leading IT vendors with a channel of technology resellers, systems integrators and service providers. It combines industry insight, technical know-how and more than 30 years of distribution experience to deliver value and accelerate vendor and partner business success. It goes to market through two lines of business: Westcon and Comstor.