

Time to Change

Join the fast track to revenue with Extreme Networks

Networking is booming. Organisations are modernising their networks to optimise flexible, hybrid workforces. Agile cloud technologies such as SD-WAN, SASE and fully managed services are opening the opportunity for the channel to redefine the market and set the stage for future growth. Extreme is leading this transformation with a structured approach to onboard channel partners.

Key benefits

- ✓ Collaborative development of an annual business plan with your local sales teams
- ✓ Guided registration and onboarding process
- ✓ Attractive discounts on Extreme opportunities
- ✓ Professional services for configuration, installation and commissioning
- ✓ Westcon technical resources as support during your first projects
- ✓ Incentives, rebates, deal registrations, big machines and service with Westcon
- ✓ Wide range of free and paid training and education for all partners
- ✓ Achieve full partner certification
- ✓ Pre-staging capabilities
- ✓ Network assessments
- ✓ Innovative financial solutions
- ✓ Marketing-as-a-Service support
- ✓ Incentives and spiffs
- ✓ Access the Extreme Partner Portal and the Partner Marketing Campaign Centre
- ✓ Regular reviews with your local sales teams to ensure success
- ✓ Expert support during end-customer appointments and live demos
- ✓ Development of campaigns for customer acquisition and expansion of existing business
- ✓ Establishing a promising relationship with partners to ensure delivery and solutions

What to expect when you join

The programme follows a strategic step-by-step roadmap to help you to achieve your business goals quickly and effectively.



Agree to joint commitment, goals and build plan to execute



Westcon supports you with registration



Set up partner programme: MDF, deal reg, service plans and training



Attend Westcon's ESS workshop for Sales Training Qualification



Joint design of your initial projects and ROMs



Access our experts to help with your initial opportunities



Access NFR programme, demo resources, tech workshops and webinars



Work with us on pre-sales EDS qualification (Extreme Design Specialist)



Extreme offers subsidised post-sales training to get ECS qualification



Work with our marketing team to build campaigns and pipeline



Become a fully certified partner



Grow & Extend new business opportunities

