

A person in a suit is shown from the chest down, with their right fist clenched and glowing with a bright, golden light. Concentric circles of light emanate from the fist, creating a sense of energy and power. The background is dark and blurred, suggesting a high-tech or industrial environment.

Unleash the Energy to Victory

The Partner Onboarding Program



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Are you interested in
becoming a successful
RUCKUS Networks Partner?

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



Partnership in practice

Dedicated team

Our vendor-centric sales and marketing teams create sustainable, long-term Ruckus business for partners



Enablement

We help partners maximise the vendor channel programmes by leveraging all sales and marketing resources available



Global but local

Our worldwide experience 'on the ground' gives us deep knowledge and insight into Ruckus solutions, challenges and market opportunities



Unleash the Energy to Victory

Unleash the Energy to Victory program is an exclusive program from Westcon that helps your company easily and profitably build and grow its networking business.

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

Once you have reached to the top, Westcon will reward you with RUCKUS merchandise and the grand prize is a Paddle Board, so you can celebrate the success.



How does the Unleash the Energy to Victory Program work?

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

1. Onboarding

2.

3.



Registration

Register as a Westcon 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 Ruckus newsletters to get the latest, most relevant news for your business delivered straight to your inbox.

LinkedIn

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

Registration

Register as partner at Ruckus Partner portal

[New Partner
Registration
link](#)

Certification

Visit the Ruckus learning platform, complete the basic trainings, get more information on how you can register a deal.

[Register
here](#)

Congrats!

**you have
reached the
first steps**

**WELCOME
KIT**

Start

End

How does the Unleash the Energy to Victory Program work?

4.

Webinars

Join our webinars in live demo format to learn about RUCKUS's Solutions.

5.

Marketing

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

6.

PreSales

Arrange individual one-to-one sessions with the Westcon PreSales team on how the RUCKUS Solutions work and other topics of your choice

7.

Business

Submit a Deal Registration.

8.

Project

Close a project with Westcon and RUCKUS



Congrats!

Celebrate the success with your team!



Made it!

The last switch you'll ever make

Combine scalable network switches and Wi-Fi to enable converged network management to meet future connectivity demands



Growing with the Unleash the Energy to Victory Program is just a few steps away:



Register your interest in participating in the Unleash Your Way to Success Program on our website.



We will check the requirements.



After a positive review, you will receive the "go" to start your success journey.



Set up your team and follow our defined path with support from Westcon & RUCKUS Networks- The path to success is a shared one.



Look forward to comprehensive information and support offers as well as rewards.



Once you have reached the top, you will have the chance to win a paddle board.

Rely on a partnership with experts



More than 20 years of experience:

No one knows RUCKUS '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 RUCKUS 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**

Partner resources



Achieve productivity through connectivity with Ruckus Networks, managed in a unified solution that grows with your business.



Ruckus understands that your business depends on your network, but your network is not your business.

Purpose-Driven Enterprise Networks

Useful Links

RUCKUS Networks Website:

<https://www.commscope.com/ruckus/>

<https://partners.ruckuswireless.com/>

RUCKUS Networks on LinkedIn:

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

Westcon-RUCKUS Networks:

<https://www.westconcomstor.com/uk/en/vendors/ruckus.html>

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

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

Westcon Europe on LinkedIn:

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

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

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



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.
- Combining industry insight, technical know-how and more than 30 years of distribution experience to deliver value and accelerate vendor and partner business success.
- Going to market through two lines of business: Westcon and Comstor.

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





Partner Success. It's what we do.