



LOOK CLOSER GO FURTHER WITH A GIGAMON PARTNERSHIP

THE GIGAMON PARTNER PROGRAM EMPOWERS, REWARDS, AND SUPPORTS YOUR SUCCESS.

Created to drive your success with more rewards, increased profits, and a simplified process, the Gigamon Partner Program provides the deepest standard program discounts Gigamon has ever offered—and that means more money in your pocket! How? It's easy....

EMPOWER

Improve solutions you are already selling and address your customers' key business challenges

Adding Gigamon solutions can help your customers extend the utility and security of the multitude of tools installed on their physical and virtual networks, creating a win-win situation for you and your customers.

- The Gigamon Partner Program increases your average sales price, reduce your sales cycle time, and differentiates you from your competition
- A comprehensive support program designed to complement your existing offerings, enabling you to implement and deliver differentiated solutions and services while increasing revenue
- Enable additional add-on sales of the other products on your line card that Gigamon plugs into—infrastructure, security, monitoring, and more
- And leads. Leads are nice, but qualified leads are better! That's what sets the Gigamon Partner Program apart—when it comes to leads, we're focused on quality not quantity
- A Professional Services Program to drive additional revenue streams and the ability to design and implement complete infrastructure solutions and services

REWARD

Increased profitability—top partners are tracking 10X growth over a period of six quarters

Gigamon has set the stage for success with incentives that encourage, promote, and reward your efforts. Ways to increase profitability include:



Industry-leading margins designed to maximize profitability and financial opportunity



10%+ additional discount for partners with registered deal



Marketing funds for targeted campaigns designed specifically for you



High-quality targeted leads

SUPPORT

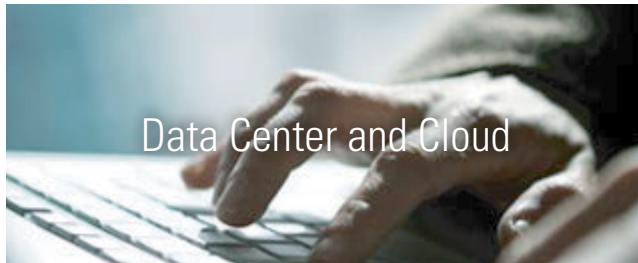
Top 25 Gigamon customers average 54X their initial product purchase*

Your partnership with Gigamon opens new avenues to success. As a Reseller Partner or Distributor you will benefit from:

- Working with the recognized market leader in the traffic visibility solutions space
- Having access to solutions that solve real-time customer problems with Gigamon Active Visibility
- Stronger margins with products that are non-commoditized
- Solutions that easily integrate and complement your current line card for fast, incremental, and ongoing revenues
- Support with co-branded campaigns, joint sales activities, technical support, and technical training and certification
- Being a member of a program that provides you and your team with an array of support and added benefits

* Top 25 customers at time of IPO (June 2013) to Q3 2014

GIGAMON'S VISIBILITY FABRIC™ HELPS ORGANIZATIONS GAIN VISIBILITY AND INSIGHTS INTO THEIR INFRASTRUCTURE, ENABLING THEM TO BECOME MORE AGILE, SECURE, AND COST EFFECTIVE.



Data Center and Cloud

Data Center and Cloud

- Network Upgrade: A visibility solution for volume, density, and scale requirements
- Centralize Monitoring: Pervasive visibility and traffic intelligence to centralized monitoring tools
- Server Virtualization: Visibility to see inside the cloud
- Simplify IT: Reduce time to deploy next gen technologies
- Virtual Network: Traffic visibility regardless if it is encapsulated by tunneling or overlays
- Virtual Fabric: A traffic visibility layer for the standard reference data center architecture



Security

Security

- Pervasive Visibility: GigaSECURE® Security Delivery Platform delivers complete network-wide reach: physical and virtual
- Inline and Out-of-band: A scalable and agile platform is the precursor for next generation security
- Visibility into Encrypted Data: Eliminate blind spots and offload computationally intensive tasks from security tools to optimize performance
- Application Extraction: Isolation of applications for targeted inspection
- Metadata Generation and Data Reduction: High-fidelity data for improved security forensics



Enterprise and Branch Office

Enterprise and Branch Office

- Real-time Insight: Pervasive and intelligent visibility for real-time insights
- Remove Contention: Eliminate contention among monitoring tools and IT departments for visibility into data
- Reduce Expenses: Simplify operations and centralize monitoring helps keep cost down
- Greater ROI: Optimize tool performance for maximizing ROI



Service Provider

Service Provider

- Address the Triple Challenge: Development of a unified tool rail to provide pervasive visibility to de-risk the deployment of IP Voice (VoLTE/VoIMS/VoWiFi), network virtualization and 100Gb
- Tackle Big Data: Reduce the Big Data burden on monitoring tools
- Virtual Fabric: A traffic visibility layer designed for the era of Big Data providing volume, port density and scale
- Traffic Intelligence: Manage subscribers with greater granularity, gain insights, and provide more suitable traffic to monitoring tools

Take the First Step to Active Visibility for Your Business...

Learn more about becoming a Gigamon partner and how you can maximize your benefits. Contact your Gigamon sales representative or visit us at <http://www.gigamon.com/become-a-partner>.