



# Why Become a Savvius Partner?

“With new Savvius Technology Alliance Partners and Savvius product offerings coming to market in 2017, we are committed to working with the Channel to deepen our current customer relationships and bring quality products and solutions to datacenters in the enterprise who rely on partners to deliver solutions on premise, in the cloud, or in a hybrid model.”

**PATRICK JOHNSTON**  
VICE PRESIDENT OF WORLDWIDE  
SALES AT SAVVIUS

1. **Channel Friendly Company, Program, People:** Savvius PartnerONE program built to accelerate growth and reward solution providers
2. **Loyal Savvius Customers:** Over 90% of customers continue to buy from Savvius again and again
3. **Satisfied Savvius Customers:** Over 94% Customer Satisfaction rating
4. **Network Expertise:** For over 25 years, Savvius has strengthened its core expertise in relevant packet capture for network performance management and forensic investigations
5. **Complete Networking Solutions:** Visibility, Monitoring, Performance Management, Troubleshooting, Forensic Investigations, private/public cloud, WLAN, VoIP, APM/NPM
6. **Growing Market:** Companies continue to deploy faster networks that require their network capture appliance to keep up! Savvius Omnipliance® and Omnipliance Ultra™ with Savvius Spotlight™ technology are keeping pace and scaling with the faster networks today and beyond
7. **Broad Market Opportunity:** Enterprises, midsize business, distributed networks, remote offices/branches, all horizontal markets — served with select solution providers per region
8. **Extensive Savvius Technology Alliance Partners (STAP):** Savvius is proud to partner with: Cisco, Garland Technologies, Gigamon, IBM, Ixia, Check Point, and many other leading technology partners
9. **Award Winning Products:** Savvius Omnippeek, Omnipliance, Insight, Vigil and now Spotlight
10. **Best-of-Breed Solution:** Choose the right networking solution that provides real-time monitoring, performance management, and analytics that give network professionals the actionable data to reduce Mean Time To Resolution (MTTR)

**Savvius Technology Alliance Partners (STAP)**  
partial list



Savvius PartnerONE Program Highlights:

- Award-winning quality products and solutions
- Expands networking and security solution offerings for the growing set of datacenters in the enterprise
- Built for solution providers who deliver networking solutions on premise, in the cloud, or in a hybrid model
- Extensive STAP solutions with industry leading technology partners
- Enables pre-and-post service opportunities
- Engaged sales and field team
- Easy program to join and manage
- No annual fee
- Intuitive and simple partner portal to navigate
- Effective sales tools to reach existing and new customers
- Increase margins through up-front deal registration program
- We answer the phone/email: Our success depends on your success. We're here for you!

	GOLD	SILVER
<b>BUYS THROUGH</b>	Distribution	Distribution
<b>PRODUCT ACCESS</b>	X	X
<b>ANNUAL REVENUE COMMIT</b>	\$100k USD	\$50k USD
<b>DEAL REGISTRATION PROTECTION</b>	X	X
<b>ADDITIONAL DEAL REGISTRATION MARGIN</b>	X	
<b>SALES TOOLS</b>	X	X
<b>LEADS</b>	X	
<b>MDF</b>	X	
<b>INSTRUCTOR LED TRAINING</b>	X	Online Training
<b>SYSTEM ENGINEER ACCESS AND SUPPORT</b>	X	