



# GFI Partner Program Together for growth

## Why partner with us?

Our award-winning communications and network security solutions are perfect for IT resellers and Cloud service providers looking to support businesses worldwide.

The GFI partner program offers competitive solutions, pricing and a comprehensive support package, to help you grow a successful business.

### Grow your business

Earn high margins and build a recurring revenue stream selling award-winning solutions.

### Enablement program

Access an extensive menu of technical and training resources online and on-site.

### Evaluation and NFR

Evaluate, demonstrate and use our solutions and add-ons with fully loaded "Not For Resale" licenses.

### Sales tools

Benefit from a dedicated channel manager, lead program, competitive pricing, exclusive promotions and campaigns.

### Marketing resources

Access the latest collateral, product videos and on-demand webinars.

### Connect and learn

Attend sponsored events and exclusive partner-only forums to increase your knowledge and interact with your peers.

## Smartly engineered for greater IT



Smart engineering



Trusted experience



Right sized solutions



Security excellence

# Program benefits



## Marketing

Partner level logo	✓	✓	✓
Marketing collateral	✓	✓	✓
Co-branded materials	✓	✓	✓
Competitor comparisons	✓	✓	✓
Affiliate referral link	✓	✓	✓
Partner locator		✓	✓
Product certified logos	✓	✓	✓

## Financial

Lead referral		✓	✓
Deal registration	✓	✓	✓
Tiered discounts	✓	✓	✓
Promotions	✓	✓	✓
MDF			✓
Business planning			✓

## Sales support

Dedicated Channel Manager		✓	✓
Access to partner portal	✓	✓	✓
NFRs / In-house use software	✓	✓	✓
Partner technical support	✓	✓	✓
Exculsive tech previews		✓	✓

## Enablement

Webinars (live & on-demand)	✓	✓	✓
Partner training seminars	✓	✓	✓
Beta program participation	✓	✓	✓
Access to partner forum events	✓	✓	✓

## Requirements

Sales training / certification		✓	✓
Technical training / certification		✓	✓
Annual revenue threshold		✓	✓
Promote GFI on partners' website		✓	✓

Become a partner today! [www.gfi.com/partners](http://www.gfi.com/partners)

