

Now's the Time to Join the Viptela vForce Global Partner Program

Managing enterprise networks has never been easier

As global enterprises expand and become more and more connected, the need to simplify and secure their wide area networks has skyrocketed. Customers are demanding cutting-edge technology for their WAN infrastructure to enhance efficiencies, cut costs and add flexibility to engage with multiple carriers.

Offering Viptela SD-WAN helps grow your business

Businesses of all sizes recognize the value of managed SD-WAN. The exploding market for WAN solutions is expected to reach 90% CAGR or \$6 billion by 2020¹. This opportunity is yours for the taking. Expand your own value-added professional services capabilities by adding SD-WAN technology to your set of competencies, and ensure a profitable and predictable revenue stream.

Proven Technology – Trusted by Fortune 500 companies

As the SD-WAN market leader, we boast the single largest customer deployment of SD-WAN solutions, including dozens of Fortune 500 companies and top carriers around the globe. Gartner named us a Cool Vendor in 2015 and Forbes recognized us as a Next Billion Dollar Startup, too.

As a Viptela vForce Partner, you'll receive the support and resources you need to grow your business. Your bottom line increases with your success. Come join us!



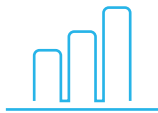
¹ IDC - Forecasts Strong Growth for Software-Defined WAN As Enterprises Seek to Optimize Their Cloud Strategies, March 24, 2016

Why Viptela?

Simple. Profitable. Committed.

Viptela gives you a modern approach to partnering

We pride ourselves on being different from legacy vendors, and have built a partner program that makes us easy to work with. With no convoluted tiers, forced investment or complex program hoops to jump through to prove you have skin in the game, the vForce Global Partner Program is forward-thinking and designed to help you to take advantage of our rapidly growing success while building your SD-WAN practice. We do what is right and necessary to ensure our joint success.



Compelling profits and growth opportunities.

We're committed to your profitability by offering guaranteed margins via AMP, our assured margin program, plus performance rebates and other incentives that help increase your bottom line. With Viptela, Partners can build recurring revenue streams that grow over time.



100% channel strategy.

We're committed to a productive and profitable relationship with you so we have eliminated channel conflict completely. Our responsive, partner-centric sales and technical teams' priority is to help you identify and attract new opportunities, build relationships, and expand your market.



Competitive advantage and differentiation.

We keep you looking toward the future. While your competitors stay busy refreshing legacy hardware and trying to make a profit with outdated incentive structures, you can transform your revenue model and future-proof your customers' network infrastructure, helping them to unlock their true potential.

Join the Viptela vForce Global Partner Program

Start taking advantage of Viptela's growing success now!

To get started, please fill out a short application at viptela.com/global-partners
Contact us today at 800.525.5033 or vForce@viptela.com