



## NetFoundry Partnership Opportunities Overview

To explore Partnering with NetFoundry please register here:

<https://netfoundry.io/partners/inbound/>

### How do partners leverage the NetFoundry platform and services?

Garnter recently summarized why network transformation is now a red hot priority: “Digital business transformation and emerging edge computing platforms have turned the enterprise network “inside out””.

*NetFoundry enables our partners to deliver the zero trust networking which network transformation requires.* Partners are enabled to sell use cases such as edge, WAN, cloud, work from anywhere, B2B, IoT, MPLS replacement, VPN replacement and SD-Extranet. By enabling partners with Network as-a-Service (NaaS) and programmable software options, partners can both start to sell turnkey solutions immediately, and can use NetFoundry inside integrated solutions.

Partners leverage NetFoundry in three main ways:

1. Sell (white label and co-branded) integrated network transformation services
2. Re-sell NetFoundry zero trust networking services, from edge to cloud
3. Leverage NetFoundry as a tool to speed delivery (decrease time to revenue), de-risk initiatives and remove VPN/MPLS/SD-WAN costs and dependencies.

### Who are NetFoundry’s announced partners?

- **Cloud Service Providers and IaaS providers.** Microsoft chose NetFoundry as one of only two providers in the world to be integrated in all three of these products: Azure Stack Edge; Microsoft 365 optimization preferred partner; Azure Virtual WAN launch partner. AWS partners such as Blazeclan and Cloud Comrade leverage NetFoundry to replace MPLS and VPN. NetFoundry enables one-click connections to IaaS leaders such as Google Cloud, Oracle, Alibaba and IBM.
- **Service Providers.** Announced partners include PLDT, Telenor DTAC, Tata Communications, AGT Networks and Radius. These partners use NetFoundry to offer innovative SD-WAN, multi-cloud, work from home, and edge compute services.
- **Solution Providers, Application Providers and Integrators.** Announced partners in areas like IoT, B2B and cloud include LiveView, Dell, Integro Technologies,

Siemens, Avnet, Supermicro, Fujitsu, NodeWeaver, Tata Consultancy Services and Micron. Application developers embed NetFoundry SDKs *inside* their software.

Because NetFoundry enables both zero trust security and Internet optimized performance (one of only two providers in the world to be **named by Gartner** in both their zero trust networking report and Internet optimized networking report), NetFoundry partners can provide full network transformation solutions such as Internet-only WAN, NaaS and SASE.

### **What is NetFoundry's Partner Business Model?**

Our channel partners start selling turnkey services immediately, while our developer partners can use our platform and open source software to build customized services. We have four main types of partner business models:

1. **Resellers and referral partners.** NetFoundry manages all infrastructure as NaaS, enabling resellers, referral partners and their customers to spin up software-only, cloud orchestrated solutions in minutes, without requiring WAN overhauls. These solutions provide zero trust, high performance networking, over the Internet, eliminating costs and complexity of MPLS, firewalls, SD-WAN and VPNs.
2. **OEM and licensing.** Partners or developers who embed NetFoundry into their solutions leverage consumption-based platform subscriptions and licensing. The applications and solutions then ship with integrated, zero trust, private, global networking...with NetFoundry managing all the underlying infrastructure as NaaS, While the developer or solution provider focuses on the product. This enables innovation and agility which is simply not possible with separate networking (VPN, SD-WAN, etc).
3. **Build-Operate-Transfer (BOT).** NetFoundry works with SIs, MSPs, CSPs and SPs to build innovative services, leveraging the NaaS platform and APIs in a similar manner as IaaS (AWS, Azure, etc). The resultant services are usually fully branded by the partner, or co-branded. This means the xSP is not dependent on underlay network capillarity - enterprise grade services are delivered on any Internet connection due to the zero trust security and Internet optimized performance.

### **How does NetFoundry enable innovation, agility and automation?**

Advances in virtualization and IaaS have enabled unprecedented agility and automation for modern applications. But networking is still tethered by the decades-old paradigm of configuration, custom hardware, and provisioning of private circuits in MPLS WAN, SD-WAN and VPN architectures. This has created a mismatch - the legacy networking simply can't

provide the agility and automation which modern applications and digital businesses require. You can't complete Digital Transformation without Network Transformation.

**NetFoundry breaks the cycle of dependency on complex and expensive physical network infrastructure.** NetFoundry presents a new option for private, programmable networking. Zero Trust Network as-a-Service. Instead of dedicated wires and closed boxes, NetFoundry provides a software-only, programmable, cloud orchestrated platform.

### **How does NetFoundry support our partners?**

NetFoundry market development, product specialists, account managers and architects works hand in hand with our partners around the globe. The NetFoundry Partner Portal is available on the [NetFoundry Support Hub](#). This helps with:

- Go To Market material development
- Deal registration
- NetFoundry and co-branding materials
- Marketing and technical information
- Partner Enablement materials

### **Testimonials and accolades:**

- Gartner named NetFoundry as 1 of 8 vendors in the world to provide optimized Internet networking to all major cloud providers. Gartner also listed NetFoundry in its first Zero Trust Network Access (ZTNA) market overview in 2020.
- Microsoft chose NetFoundry as 1 of only 6 networking solutions in the world to optimize Microsoft 365. Edge and IoT solutions such as Supermicro Intelligent Retail Edge feature NetFoundry as the only embedded zero trust networking solution.
- CRN – The Channel Company named NetFoundry to its Emerging Vendor List 2020. Other awards include NetEvents Innovation Hot Startup, Singapore Business Review Technology Excellence Award, Charlotte Blue Diamond, Tata Innovista Top Implemented Innovation.
- "NF was a light at the end of the tunnel where we found agile, cloud native secured networking which allows us to migrate to cloud in minutes and build app specific connectivity for our customers" Praveen Sengar, Regional CIO, Dimension Data

- "For IMS, working with the NetFoundry networking platform is highly attractive to help us best serve edge compute customers. We have been working to embed our IoT Edge solution with NetFoundry SDKs so that we can enable customers to meet their edge compute goals without the hassle of deploying VPNs, firewalls, or proprietary hardware. In fact, we can jointly be deployed as part of a golden image on any IoT or edge device. This means we can provide our customer a turn-key, zero trust networking solution which is secure, scalable and future-proof." Paul Edrich, CTO of IMS Evolve.
- "NetFoundry enables businesses to run their workloads across multiple Azure environments, getting Zero Trust Azure connectivity from anywhere to anywhere." Vijay Tewari, Director, Microsoft
- "NetFoundry does not just provide companies with a VPN alternative. NetFoundry provides a more secure, agile networking solution." Kerwin Malabanan, Managing Director of FastTrack, a leading cloud integrator in the Philippines.
- "The NetFoundry platform enables us to spin up networks in minutes, across any set of edges and clouds, without dependencies on telcos, hardware or private circuits." Narshi Partha, CTO, FWD Insurance

Additional Information is available here:

Become a NetFoundry Partner: <https://netfoundry.io/partners/inbound/>

Web: <https://netfoundry.io>

Blog: <https://netfoundry.io/about/blog/>