

## Partner Specialization:

# 5G for Enterprise Branch

The 5G for Enterprise Branch Specialization identifies and recognizes partner organizations that are capable and proficient in positioning and selling 5G Cradlepoint solutions.

By combining its NetCloud platform with a clean-sheet-of-paper design for its new 5G modems and antenna systems, Cradlepoint is the first to address the imperatives of 5G for business. Specific capabilities include: combining LTE, Gigabit-Class LTE, and 5G in a single wireless WAN, supporting all 5G spectrums, interoperating with existing customer SD-WAN and router infrastructures, and simplifying the entire network management lifecycle.

## Pre-Requirements

### Partner Program

- ✓ Elite or Premier Partner Level
- ✓ In Good Standing
- ✓ Active Wireless WAN Practice

### Sales

- ✓ Completed Cradlepoint Certified Sales Associate (1 hr)

### Technical

- ✓ Completed Cradlepoint Certified Network Associate (2 hr)
- ✓ Completed Cradlepoint Certified Network Professional (4 hr)

## Proficiency Criteria

### Sales Specialist — 2

- ✓ Sales Professional 5G Certification — Available in CPU after approval into program (2)

### Solution Engineer Specialist — 2

- ✓ Network Professional 5G Certification — Available in CPU after approval into program (2)

### Lab Completion

- ✓ Purchase of NFR Cradlepoint 5G solutions and internal lab setup; Enterprise Branch NetCloud Solution E3000, Indoor 5G Adapter, and Outdoor 5G Adapter (~10,000 USD)

### Implementation

- ✓ Customer proof of concept, design, and installation partnered with Cradlepoint (timeline)



SPECIALIZATION:  
**5G for Enterprise Branch**

### Key Benefits:

- Website Recognition
- Availability to 5G Solutions
- Press Release template
- Company badge
- Plaque
- Exclusive Promos
- Dedicated & Exclusive Training
- Access to Implementation Guidelines & Best Practices

## Business Criteria

### Customer Reference — 1

- ✓ Provide a proven solution with customer reference of successful Wireless WAN

### Formal Business Plan — Meeting

- ✓ Executive briefing on solution mapping, go-to-market, and forecasting

## Apply Now!

Application located in the Partner Portal.