



UBIqube Solutions

Channel Partner Program

- UBIqube Channel Certified Partner
- UBIqube Channel Registered Partner



UBIqube Channel Partner Program

Introduction

UBIqube is a global integrated network and security management solution vendor. UBIqube Enterprise Solution Suite helps organizations streamline their network and security lifecycle management. As a result, IT departments equipped with UBIqube's innovative SmartSOC™ appliance benefit from reduced complexity, reduced operational cost, and ultimately improved security.

UBIqube Service Provider Solution Suite is the corner stone of a Converged Managed Services offering. A Service Provider NOC/SOC empowered with UBIqube MSAActivator™ is set to cost effectively address the Converged Managed Services market opportunity. The inherent flexibility of the MSAActivator™ allows for innovative business models and routes to market.

Our aim is to assist our partners address the IT Network and Security Management Market opportunity at the lowest service provisioning cost possible while ensuring maximal portfolio breadth and depth.

Market opportunity

The Wide Area Network IT Security Management Market represent a huge revenue opportunity both for the Hardware/Software sales and the Professional Services sales.

Major customers with a multi-vendor WAN infrastructure are facing great challenges to manage and control their security level. Even if they have the appropriate skilled people, they still lack a system that enables them to address this issue on a holistic manner.

In addition, International security compliance regulations such as Sarbanes Oxley and Basel II, have put an extra strain on those companies. By proposing the UBIqube smartSOC, partner can address this business opportunity and generate appliance based sales together with co-sourcing recurrent revenue streams.

Why become a UBIqube Channel Partner ?

The UBIqube Channel Partner Program offers an extensive range of marketing tools and resources to help you generate demand and promote solutions to customers. It is a complete set of resources to support you throughout the sales lifecycle—from lead generation to closing deals.

Our Partner Portal is the sole depository of sales collateral, information on competitive products in the market, white papers, demos, presentations, and other useful sales tools.

UBIqube Product Training is designed to help you achieve technical excellence and get certified on the UBIqube solution. All UBIqube Channel Certified Partners are required to have a minimum of two technical people trained and certified on our solutions.



The UBIqube Channel Partner Program proposes 2 statuses. Partners committed to excellence would like to consider the Channel Certified Partner status, whereas partners starting the UBIqube business without a strong commitment may consider the Channel Registered Partner status. You can find a Partner Status, Benefits and requirements summary at the end of this program.

UBIqube Channel Partner Program – Channel Certified Partner

For partners addressing Wide Area Network security management market opportunity with the UBIqube's SmartSOC appliance, UBIqube proposes the Channel Partner program.

Partner program benefits include:

- Discount program on UBIqube products, in line with partner status
- Sales and technical training programs
- Access to multiple training options like teleconferences, webinars, and face to face meetings
- Vendor pre-sales support on large accounts
- Eligibility to sales incentive programs
- Eligibility to lead-generation programs
- Marcom support, collateral support
- Public Relation Opportunity Support
- Privilege of using UBIqube logo & UBIqube Partner Logo
- Access to partner portal with updated sales and technical information to improve your competitive edge

Partner program requirements include :

Process/Pre-requisites

- Complete Partner Form and Partner Agreement
- Purchase an NFR SmartSOC
- Demonstrate ability to prospect, qualify and sell UBIqube products
- Keep sales representatives trained and up-to-date on UBIqube Products and Solutions
- Partner must have proven expertise in Network Security
- Responsible for level 1 and 2 customer support
- Keep minimum of two technical experts trained and up-to-date on UBIqube products
- Have ability to install, deploy, support and troubleshoot UBIqube products
- Provide technical feedback on UBIqube products
- Successful completion of UBIqube technical certification training

Business Planning

- Submit business plan, provide sales forecast
- Support and Push Marketing Programs
- Follow-up on UBIqube leads and provide reports
- Provide UBIqube with company logos, co-marketing information
- Properly promote UBIqube products on your web site with link to www.ubiqube.com



UBIqube Channel Partner Program – Channel Registered Partner

For partners addressing the Wide Area Network security management market opportunity by proposing the SmartSOC solution, without commitment to business, marketing and technical goals, UBIqube proposes the Channel Registered Partner program.

This Partner Status Program is an excellent way to start business with UBIqube, although you don't commit to partner excellence, you still have access to a set of Marketing and Sales resources to help you closing deals.

Depending on your business and commitment, you can grow to the highest level of UBIqube partner status, the Channel Certified Partner.

Partner program benefits include:

- Discount program on UBIqube products, in line with partner status
- Eligibility to sales incentive programs
- Collateral support
- Privilege of using UBIqube logo & UBIqube Partner Logo

Partner program requirements include:

Process/Pre-requisites

- Complete Partner Form and Partner Agreement
- Demonstrate ability to prospect, qualify and sell UBIqube products
- Partner must have proven expertise in Network Security
- Provide technical feedback on UBIqube products

Business Planning

- Submit business plan, provide sales forecast
- Follow-up on UBIqube leads and provide reports
- Provide UBIqube with company logos, co-marketing information
- Properly promote UBIqube products on your web site with link to www.ubiqube.com

UBIqube Channel Partner status, benefits and requirements summary

	Channel Certified Partner	Channel Registered Partner
Channel Partner Benefits		
Discount program on UBIqube products, in line with partner status	✓	✓
Sales and technical training programs	✓	○
Access to multiple training options like teleconferences, webinars, and face to face meetings	✓	○
Vendor pre-sales support on large accounts	✓	○
Eligibility to sales incentive program	✓	✓
Eligibility to lead-generation programs	✓	✓
Marcom support, collateral support	✓	✓
Public Relation Opportunity Support	✓	○
Privilege of using UBIqube logo & UBIqube Partner Logo	✓	✓
Access to partner portal with updated sales and technical information to improve your competitive edge	✓	○
Channel Partner requirements		
<i>Process/Pre-requisites</i>		
Complete Partner Form and Partner Agreement	✓	✓
Purchase an NFR SmartSOC	✓	○
Demonstrate ability to prospect, qualify and sell UBIqube products	✓	✓
Keep sales representatives trained and up-to-date on UBIqube Products and Solutions	✓	✓
Partner must have proven expertise in Network Security	✓	✓
Responsible for level 1 and 2 customer support	✓	○
Keep minimum of two technical experts trained and up-to-date on UBIqube products	✓	○
Have ability to install, deploy, support and troubleshoot UBIqube products	✓	○
Provide technical feedback on UBIqube products	✓	○
Successful completion of UBIqube technical certification training	✓	○
<i>Business Planning</i>		
Submit business plan, provide sales forecast	✓	○
Support and Push Marketing Programs	✓	○
Follow-up on UBIqube leads and provide reports	✓	✓
Provide UBIqube with company logos, co-marketing information	✓	✓
Properly promote UBIqube products on your web site with link to www.ubiqube.com	✓	✓