



CHANNEL XCELERATE PARTNER PROMOTION

Ixia's 20/20 Vision Promotion

Hit the ground running with two new members of Ixia's Vision Series of network packet brokers (NPBs), the Vision Edge 40 and Vision Edge 100, to create new opportunities and earn extra dollars. By participating in the 20/20 Vision Promotion ("The Promotion"), Channel Xcelerate partners' Sales and Engineering teams can fast-track new opportunities while earning gift cards each step of the way.

The VE 40 and VE 100 round out Ixia's Vision Series portfolio with versatile, cost-effective solutions for any size branch, campus, or data center environment. Combine the new Vision Edge NPBs with Vision ONE™ to help customers achieve end-to-end visibility—and the performance and ease-of-use advantage—from fast-growing data centers to remote branch offices.

ABOUT THE PROMOTION

This 3-pronged promotion runs through September 30, 2017, allowing qualifying Channel Xcelerate partners in the U.S. and Canada to earn money during every stage of the sales cycle:

- Step 1: Be among the first 100 partner Sales or Engineering professionals to view a [15-minute Vision Edge training webinar on demand](#) and you will earn a \$50 gift card



- Step 2: Register and close a deal that includes Vision Edge on the Ixia Partner Portal (there is no minimum deal size for this promotion) on or before September 30, 2017 and one partner Account Manager and one Sales Engineer will each earn \$125 gift cards (if no Sales Engineer is involved, two Account Managers may qualify)
- Step 3: Register and close a deal valued at \$50,000 or more in new sales to Ixia that includes both Vision Edge and Vision ONE on or before September 30, 2017 and one partner Account Manager and one Sales Engineer will each earn \$500 gift cards (if no Sales Engineer is involved, two Account Managers may qualify)

TERMS AND CONDITIONS

- The participating solution provider must be an active member of Ixia's Channel Xcelerate Partner Program in good standing with Ixia.
- Eligible partners must be based in the United States or Canada.
- Qualifying opportunities must be registered on the Ixia Partner Portal.
- The Promotion applies to new opportunities registered on or after May 15, 2017 and closed on or by September 30, 2017.
- To receive the \$50 gift card, partners must watch the Vision Edge webinar on demand and answer a few short questions. The Ixia Enablement team will validate completion of the short quiz following the webinar.
- To receive the \$125 gift cards, qualifying opportunities must be registered on the Ixia Partner Portal and must include Vision Edge network packet brokers. Ixia RSMs and/or Channel Account Managers (CAMs) must validate that opportunities have been successfully registered and closed in accordance with the terms of the Promotion. No minimum deal size applies.
- To receive the \$500 gift cards, qualifying opportunities must be registered on the Ixia Partner Portal, include both Vision Edge and Vision ONE network packet brokers, and be valued at \$50,000 or more in new sales to Ixia. Ixia RSMs and/or Channel Account Managers (CAMs) must validate that opportunities have been successfully registered and closed in accordance with the terms of the Promotion.
- Eligible closed opportunities must include a minimum of fifty thousand dollars (\$50,000.00) in Ixia NPB sales, not including maintenance renewals.
- The Promotion may not be combined with any other Ixia promotions.
- All determinations of eligibility for the Promotion shall be made by Ixia in its sole and absolute discretion. All such determinations by Ixia shall be absolute and final.
- Ixia may cancel or modify the terms of the Promotion at any time in its sole discretion.
- The Promotion excludes all sales opportunities to any government agencies, including federal state and local.



- Use and sale of Ixia network packet brokers and/or any other Ixia products shall at all times be subject to the terms and conditions of participation in Ixia's Channel Xcelerate Partner Program and any applicable Ixia terms and conditions, including but not limited to, the Terms and Conditions for purchase and sale of products and services." Gift cards will be awarded upon validation by the Ixia RSM, SE, or Channel Account Manager (CAM) that the registered deal has closed and meets these terms.
- Gift cards will be awarded upon validation by the Ixia RSM, SE, or Channel Account Manager (CAM) that the registered deal has closed and meets these terms.
- Gift card recipients will be required to provide to Ixia certain tax information, including but not limited to, social security numbers, for reporting purposes. Gift cards may be considered taxable income. Recipients are solely responsible for applicable taxes, reporting requirements and fees associated with gift card receipt and/or use.
- By entering this Promotion and/or accepting gift cards, recipients and participants will be deemed to have accepted, and will be bound by, these terms and conditions.

ABOUT IXIA

Ixia provides testing, visibility and security solutions, strengthening physical and virtual network elements for enterprises, governments, service providers, and network equipment manufacturers.

Customers worldwide trust Ixia to verify their designs, optimize their performance, and ensure protection of their networks to make their networks stronger.



WORLDWIDE HEADQUARTERS

26601 W. Agoura Road
 Calabasas, CA 91302
 (Toll Free North America)
 1.877.367.4942
 (Outside North America)
 +1.818.871.1800
 (FAX) 1.818.871.1805
 www.ixiacom.com

EUROPEAN HEADQUARTERS

Ixia Technologies Europe LTD
 Clarion House, Norreys Drive
 Maidenhead SL64FL
 United Kingdom
 Sales +44.1628.408750
 (Fax) +44.1628.639916

ASIA PACIFIC HEADQUARTERS

101 Thomson Road,
 #29-04/05 United Square,
 Singapore 307591
 Sales +65.6332.0125
 (Fax) +65.6332.0127