



ARE YOU THE IDEAL PARTNER FOR SILVER PEAK?

SYNNEX Elevate is a program designed to help navigate digital transformation and empower partners to build a successful SD-WAN practice, leading with Silver Peak.

IDEAL PARTNER PROFILE CHECKLIST

- ✓ Networking, Security, Cloud practice and solution offering (UCaaS also preferable)
- ✓ SaaS application expertise (O365, SFDC, etc.)
- ✓ Network deployment experience and services, Labs, NOC
- ✓ Deep pre- and post-sales networking expertise
- ✓ Strong vertical industry focus, reference customers
- ✓ Track record of selling networking, including SD-WAN, solutions into large enterprises
- ✓ Silver Peak is positioned as the preferred SD-WAN partner
- ✓ Strong marketing capabilities and ability to generate demand
- ✓ Financially stable and ability/willingness to invest their own money
- ✓ A large existing installed base to leverage

Interested in selling Silver Peak solutions or getting into the SD-WAN space?
Contact the SYNNEX Silver Peak team at silverpeak@synnex.com

