# LOOK CLOSER GO FURTHER WITH A GIGAMON PARTNERSHIP

## THE GIGAMON PARTNER PROGRAM EMPOWERS, REWARDS, AND SUPPORTS YOUR SUCCESS.

Created to drive your success with more rewards, increased profits, and a simplified process, the Gigamon Partner Program provides the deepest standard program discounts Gigamon has ever offered—and that means more money in your pocket! How? It's easy….

## EMPOWER

**Improve solutions you are already selling and address your customers' key business challenges**

Adding Gigamon solutions can help your customers extend the utility and security of the multitude of tools installed on their physical and virtual networks, creating a win-win situation for you and your customers.

- The Gigamon Partner Program increases your average sales price, reduce your sales cycle time, and differentiates you from your competition

- A comprehensive support program designed to complement your existing offerings, enabling you to implement and deliver differentiated solutions and services while increasing revenue

- Enable additional add-on sales of the other products on your line card that Gigamon plugs into—infrastructure, security, monitoring, and more

- And leads. Leads are nice, but qualified leads are better! That's what sets the Gigamon Partner Program apart—when it comes to leads, we're focused on quality not quantity

- A Professional Services Program to drive additional revenue streams and the ability to design and implement complete infrastructure solutions and services

## REWARD

**Increased profitability—top partners are tracking 10X growth over a period of six quarters**

Gigamon has set the stage for success with incentives that encourage, promote, and reward your efforts. Ways to increase profitability include:

Industry-leading margins designed to maximize profitability and financial opportunity

10%+ additional discount for partners with registered deal

Marketing funds for targeted campaigns designed specifically for you
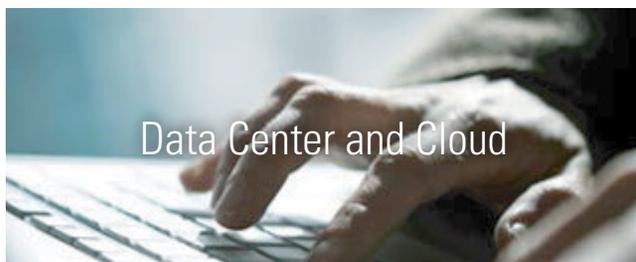
High-quality targeted leads

## SUPPORT

**Top 25 Gigamon customers average 54X their initial product purchase***

Your partnership with Gigamon opens new avenues to success. As a Reseller Partner or Distributor you will benefit from:

- Working with the recognized market leader in the traffic visibility solutions space

- Having access to solutions that solve real-time customer problems with Gigamon Active Visibility

- Stronger margins with products that are non-commoditized

- Solutions that easily integrate and complement your current line card for fast, incremental, and ongoing revenues

- Support with co-branded campaigns, joint sales activities, technical support, and technical training and certification

- Being a member of a program that provides you and your team with an array of support and added benefits

* Top 25 customers at time of IPO (June 2013) to Q3 2014

# GIGAMON'S VISIBILITY FABRIC™ HELPS ORGANIZATIONS GAIN VISIBILITY AND INSIGHTS INTO THEIR INFRASTRUCTURE, ENABLING THEM TO BECOME MORE AGILE, SECURE, AND COST EFFECTIVE.

### Data Center and Cloud

- Network Upgrade: A visibility solution for volume, density, and scale requirements
- Centralize Monitoring: Pervasive visibility and traffic intelligence to centralized monitoring tools
- Server Virtualization: Visibility to see inside the cloud
- Simplify IT: Reduce time to deploy next gen technologies
- Virtual Network: Traffic visibility regardless if it is encapsulated by tunneling or overlays
- Virtual Fabric: A traffic visibility layer for the standard reference data center architecture
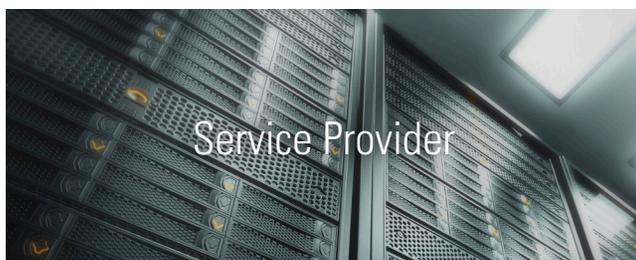
### Security

- Pervasive Visibility: GigaSECURE® Security Delivery Platform delivers complete network-wide reach: physical and virtual
- Inline and Out-of-band: A scalable and agile platform is the precursor for next generation security
- Visibility into Encrypted Data: Eliminate blind spots and offload computationally intensive tasks from security tools to optimize performance
- Application Extraction: Isolation of applications for targeted inspection
- Metadata Generation and Data Reduction: High-fidelity data for improved security forensics

### Enterprise and Branch Office

- Real-time Insight: Pervasive and intelligent visibility for real-time insights
- Remove Contention: Eliminate contention among monitoring tools and IT departments for visibility into data
- Reduce Expenses: Simplify operations and centralize monitoring helps keep cost down
- Greater ROI: Optimize tool performance for maximizing ROI

### Service Provider

- Address the Triple Challenge: Development of a unified tool rail to provide pervasive visibility to de-risk the deployment of IP Voice (VoLTE/VoIMS/VoWiFi), network virtualization and 100Gb
- Tackle Big Data: Reduce the Big Data burden on monitoring tools
- Virtual Fabric: A traffic visibility layer designed for the era of Big Data providing volume, port density and scale
- Traffic Intelligence: Manage subscribers with greater granularity, gain insights, and provide more suitable traffic to monitoring tools

## Take the First Step to Active Visibility for Your Business…

Learn more about becoming a Gigamon partner and how you can maximize your benefits. Contact your Gigamon sales representative or visit us at http://www.gigamon.com/become-a-partner.