

The Infoblox **Ideal Channel Partner Program** aims to build an elite team of core network services experts and leaders through a world-class program that is innovative; is profitable to partners; and enables outstanding customer satisfaction in delivering the network services that drive networks and applications.

WHAT MAKES PARTNERING WITH INFOBLOX “IDEAL”?

Core network services represents a huge new market opportunity that our partners can target. We believe we have put together an outstanding partner program, recognized by industry experts, that ensures our partners will be very successful in dominating this market. Additional value Infoblox brings to partners:

- Proven management team with building channel-based businesses
- Well funded company with over 200 people worldwide
- Leading market share for DNS/DHCP/IPAM appliances (IDC)
- Complimentary technology with no conflict to existing partner product portfolio
- Opportunity for acquisition of new business with innovative technology
- Commitment to 100% channel strategy
- Strong vision for the future

PROGRAM HIGHLIGHTS

Commitment	100% channel sales model
Products	Ability to sell all products on Infoblox price list at a high margin
Distribution	Limited distribution, per authorization of territory resulting in low competition
Certification Levels	Partners can differentiate through levels of certification and commitment
Protection	Partner protection program available through opportunity registration
Support & Services	All support, services and consulting performed by certified partners
Equipment	Generous discount on evaluation equipment
Lead Generation	Quality leads through joint sales effort and Market Development Fund (MDF) program
Training Programs	Online and Instructor-led programs available for sales, engineer, support and Instructor certification
Secure Partner Portal	Designed to provide all of the tools necessary to enable partner success in selling Infoblox solutions

PROGRAM DETAILS & TOOLS

Partner Portal

The Infoblox Partner Access and Support Services (PASS) portal is designed to provide all of the tools necessary to make our partners successful in selling Infoblox solutions. Through the PASS portal, partners have access to:



<http://pass.infoblox.com>

- Sales and marketing tools
- Technical library
- Education and eLearning center
- Quoting and ordering tools
- Collateral store
- Event calendar

Training

Comprehensive Infoblox training courses are available to equip our partners with up-to-date technical, service, and sales information for internal use and to enable service offerings to end-users. Certified programs include:

- Certified Infoblox Sales Associate
- Certified Infoblox Engineer
- Certified Infoblox Professional Service Engineer
- Certified Infoblox Instructor
- Certified Infoblox Support Engineer

Services

Service programs that may be offered to our partners include:

- **Authorized Training Center (ID-ATC):** Offers high-quality, authorized training courses to educate end-users on Infoblox products and technology
- **Certified Support Provider (ID-CSP):** Certified and trained to offer front-line technical support directly to end-users
- **Professional Services Consultant:** Consults end-users with assessment, design, implementation, and project management and custom applications