



Expand your portfolio with intelligent WAN management technologies and opportunities

The Elfiq Partner Alliance Program provides resellers and consultants alike with the resources to capture opportunities in the expanding WAN management market space and turn them into long-term customers by providing market-leading technologies. The program offers 3 levels at which organizations may join based on their business model and technology investment strategies:



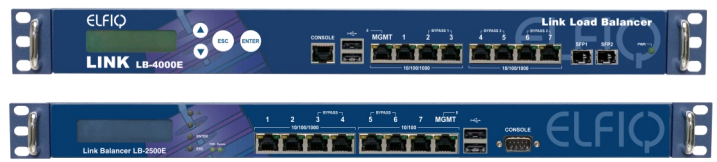
The Elfiq Elite Partner level is designed for experienced organizations in the field of networking and telecommunications that want to invest to deliver complete solutions built on Elfiq's products and technologies and receive extended benefits.



The Elfiq Partner level is the entry-level reseller program designed to meet the needs of partners who want to offer the best solutions to their customers and receive competitive discounts while benefiting from Elfiq resources and support.



The Elfiq Agent level is designed to assist consultants and organizations that engage in technology solutions and want to be rewarded for positioning Elfiq products without reselling the products themselves.



"I wish to thank the Elfiq team for their outstanding support in our sales efforts. Their sales and technical teams have done great work for our customers with our sales team and their products perform at least as well as they say they do. We highly recommend them."

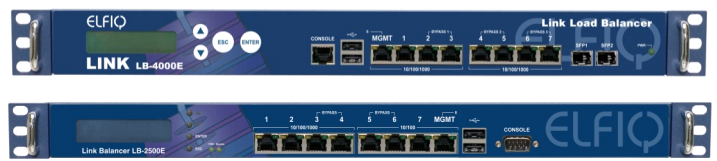
Pierre-Yves Martel, President



Elfiq Partner Alliance Program

Program level benefits and requirements

Benefits	Agent	Partner	Elite Partner
Lead referral revenue	✓		
Competitive discounts		✓	
Premium discounts			✓
Free training materials	✓	✓	✓
Ability to purchase NFR units		✓	✓
Pre-sales technical support	✓	✓	✓
Joint sales calls	✓	✓	✓
Maintenance renewals for previous sales		✓	✓
Certification program – sales	✓	✓	✓
Certification program – technical	✓	✓	✓
Joint marketing activities		✓	✓
Account management		✓	✓
Joint press releases			✓
Requirements	Agent	Partner	Elite Partner
Signed partner agreement		✓	✓
Signed agent agreement	✓		
Display Elfiq logo on partner's web site		✓	✓
Certified individuals—sales (2x)			✓
Certified individuals—technical (2x)			✓
Annual sales requirement			✓
Business plan review			✓



For more information on Elfiq Networks' partner program, please contact us at 888-GO-ELFIQ (514-667-0611), option 1 or at reseller@elfiq.com.