



simplicity • visibility • collaboration





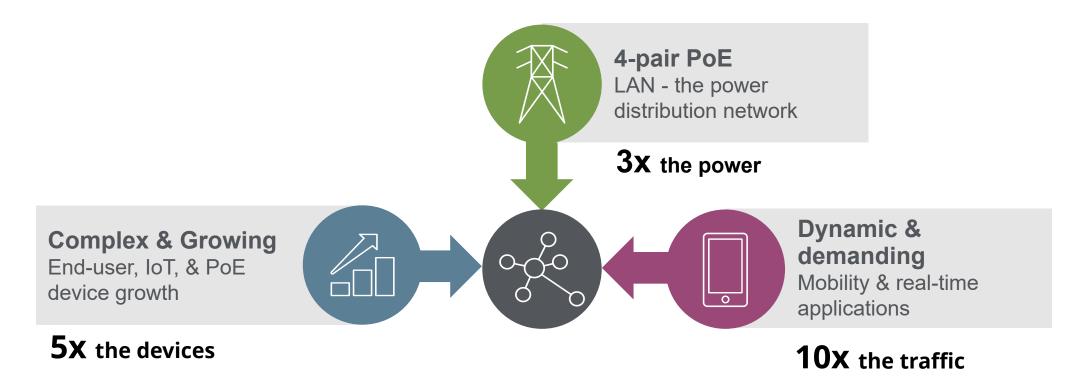
### **Alliance Partner Program**

**Addressing Access Network Challenges** 





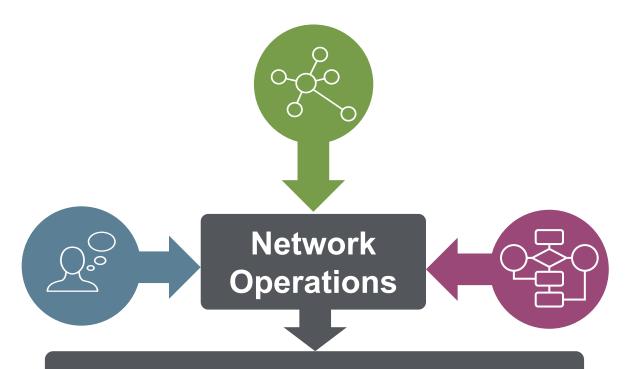
### **Access Networks: Growing Demands**



**Complex Network Environment** Growing, dynamic, unfamiliar



### Impacts on Network Operations & the Business



**Business** 

#### **Impacting Team Efficiency & MTTR**

- Inconsistent outcomes, variable results
- Incomplete or lack of evidence
- Inefficient escalation and finger pointing
- Return visits

# Impacting user productivity & customer satisfaction

- Extended downtimes
- Customer dissatisfaction
- Lost revenue



### What is needed...



### **Complex Network Environment**

Growing, dynamic, unfamiliar



### Simplicity

Reduce complexity, ensure consistency



### No standard test approach

Multiple tools, insufficient visibility, inconsistent results



### Visibility

Efficient problem resolution



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#### **Remote Sites**

Lack of skills & resources



#### Collaboration

Connecting frontline personnel with remote experts

Empowering installers and frontline network personnel while increasing productivity of network engineers.



# **netAlly.** Handheld Network Test Portfolio



# Simplicity – Reduce complexity, ensure consistency

- Ease of use and test automation
- Provides the right tool for the job, skill level & environment



#### **Visibility – Efficient problem resolution**

- Portability to test the end-user experience
- Visibility into essential network services
- Actionable information, automatically provided



# Collaboration – Connecting frontline personnel with remote experts

- Remote access to data & instrument
- Automatic documentation for future reference and escalation



**Empowered** 

### Who we are...

**Global** Handheld Network Testing solutions provider trusted by **50,000** customers in 70+ countries to take the cost and complexity out of IT, get more from staff, and keep the business focused on innovation.



100+ **Employees** 

90% of Fortune 500 use our products

27 Years in Business

20,000 Link-Live community members



### **Innovating solutions for technicians & engineers** who deliver access to the connected world

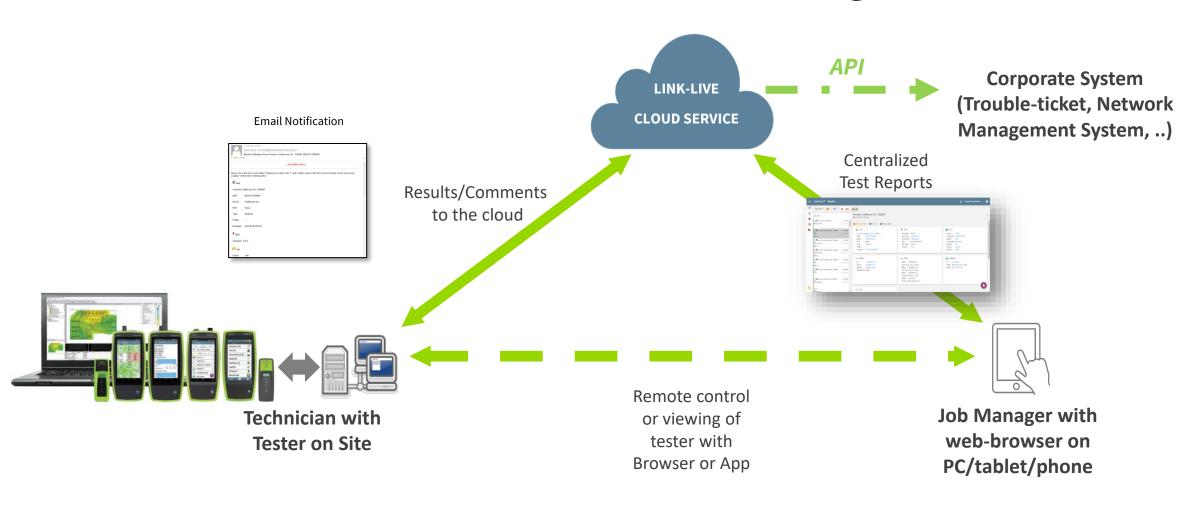
#### FRONTLINE PERSONNEL

#### **NETWORK ENGINEER**

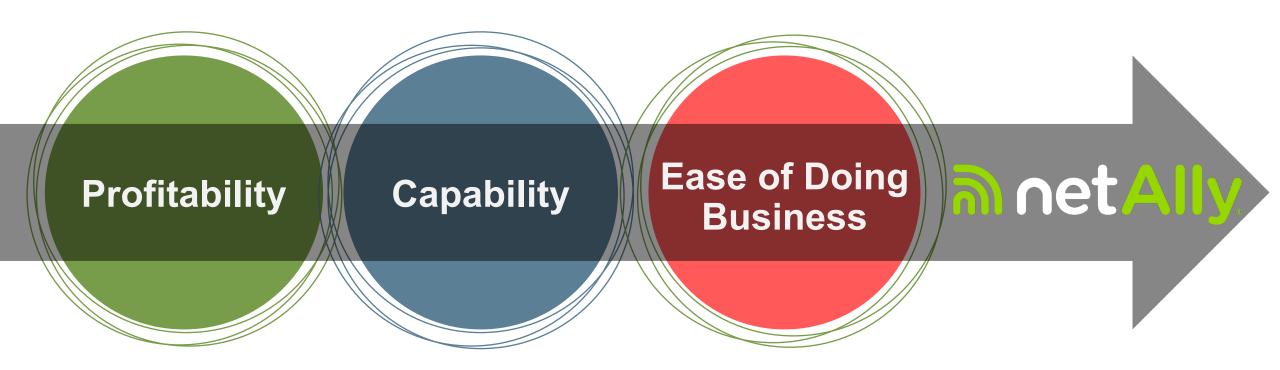
**WIRELESS AirMagnet** AirCheck **Mobile** Link-Live WIRELINE LinkSprinter EtherScope nXG LinkRunner



### Link-Live Cloud Portal Seamless centralized results & tester management



### A strategic partner for the future of your business



Profit pools, including margins, incentives, rebates and renewals

Enabling all aspects of business, including presales, sales, marketing, renewals and post-sales

Ensuring all aspects of doing business with NetAlly are as simple as possible



# netAlly. Alliance Partner Program Benefits

#### **Benefits**

Partner portal

Special promotion opportunities

Deal registration

**Product information** 

**Training** 

Online demos

Support

Service case submission & tracking



Industry Leading
front-end margin and
back-end rebates

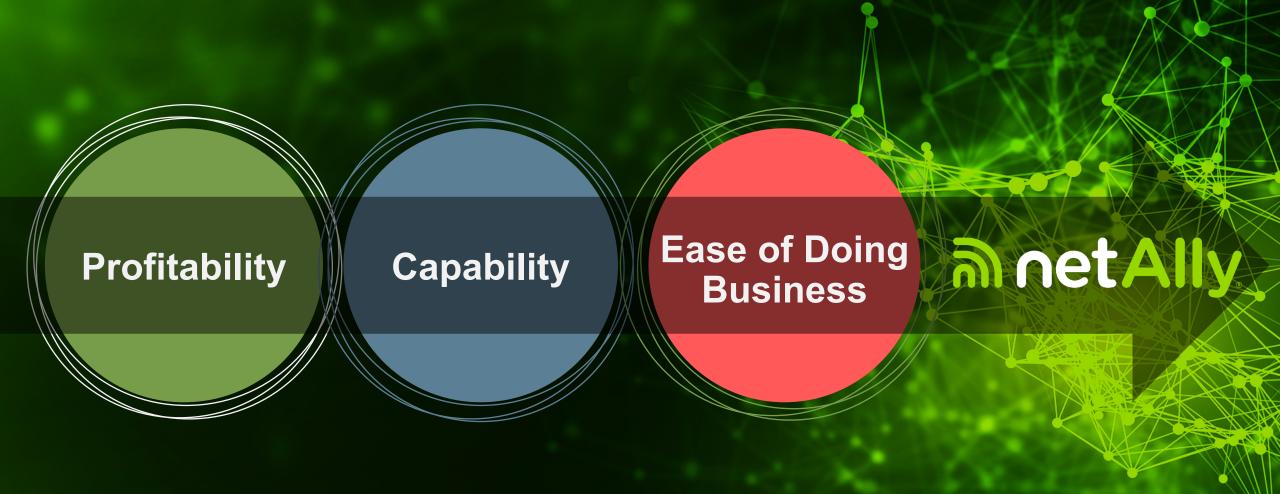


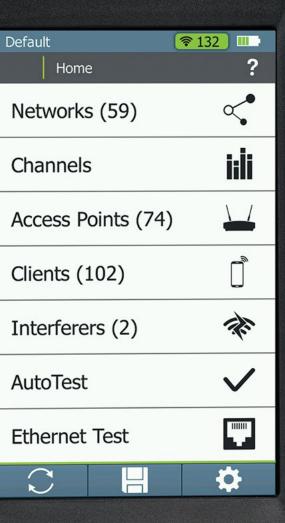
Building an annuity model for the channel



# **Simplified Deal Registration** Win the Deal and Get Registered Paid! Get **Approved**

# Strategic Partners for the Future of our Business







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