

simplicity • visibility • collaboration

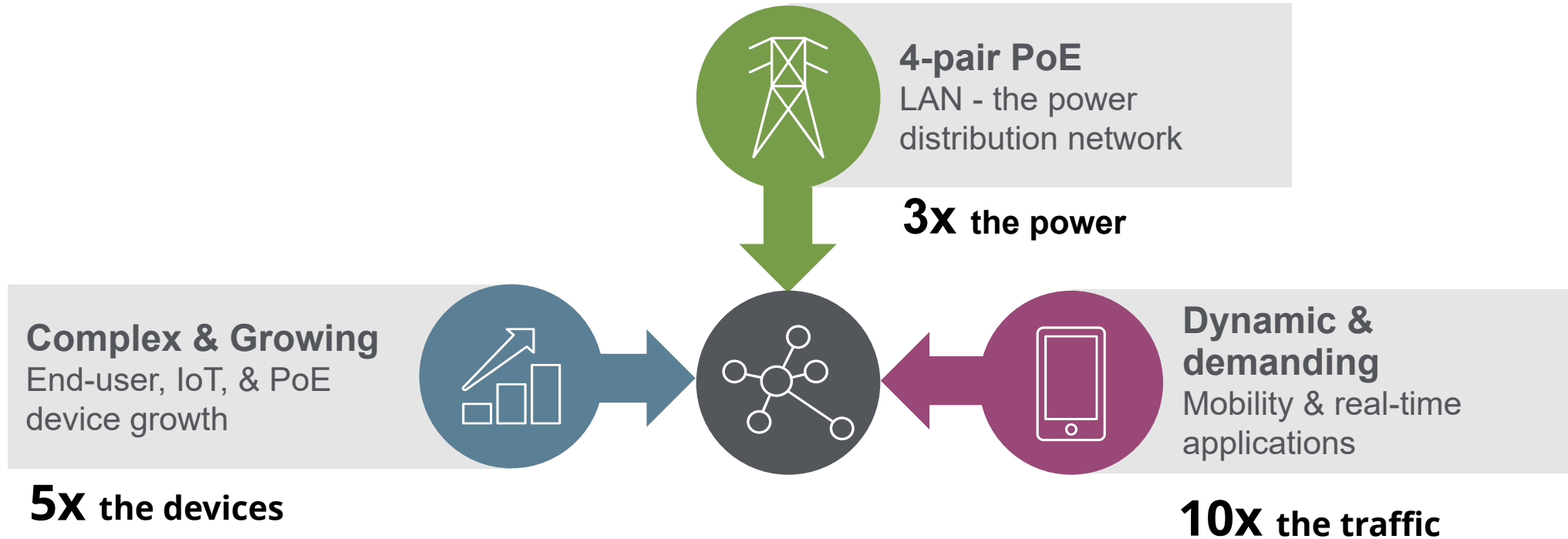


Alliance Partner Program

Addressing Access Network Challenges



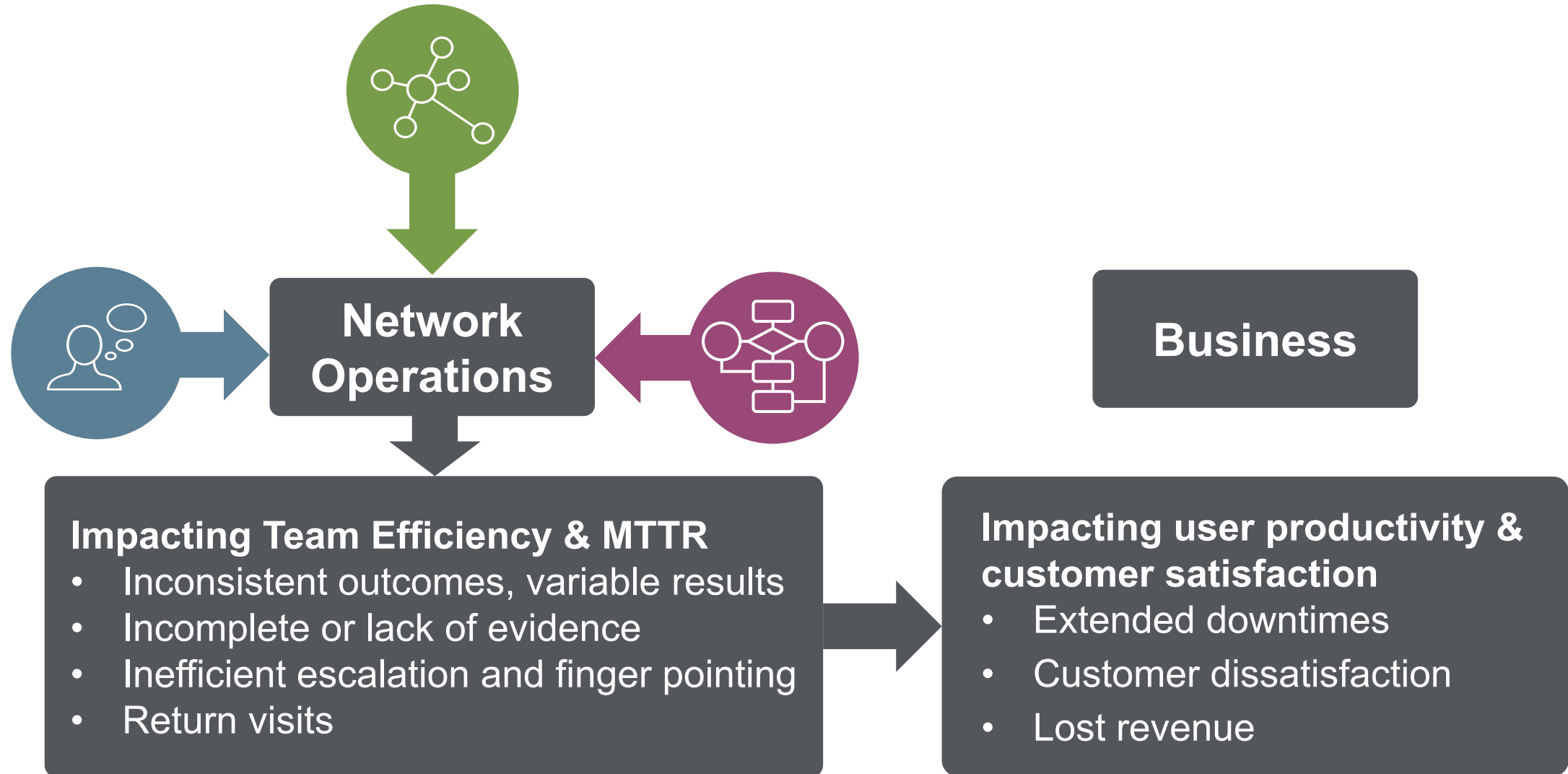
Access Networks: Growing Demands



Complex Network Environment
Growing, dynamic, unfamiliar



Impacts on Network Operations & the Business

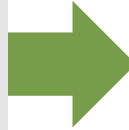


What is needed...



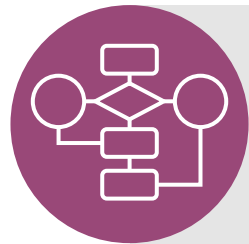
Complex Network Environment

Growing, dynamic, unfamiliar



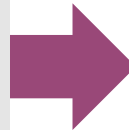
Simplicity

Reduce complexity,
ensure consistency



No standard test approach

Multiple tools, insufficient
visibility, inconsistent results



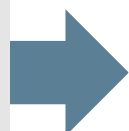
Visibility

Efficient problem resolution



Remote Sites

Lack of skills & resources



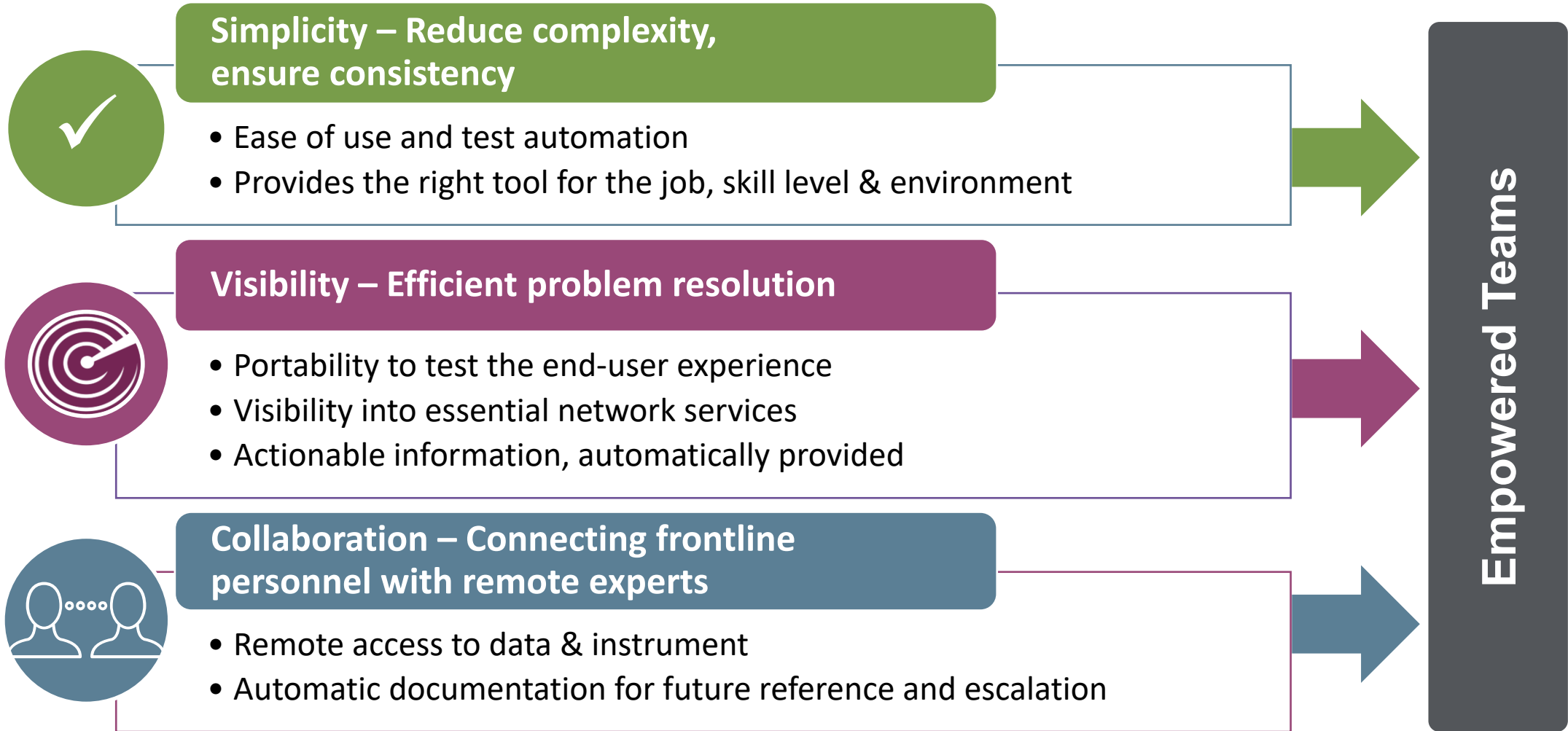
Collaboration

Connecting frontline personnel
with remote experts

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



Handheld Network Test Portfolio



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

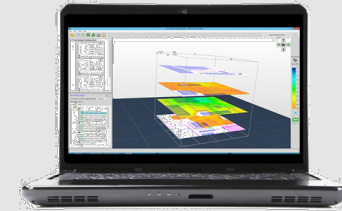
NETWORK ENGINEER

WIRELESS



AirCheck

AirMagnet
Mobile



WIRELINE



LinkSprinter
LinkRunner

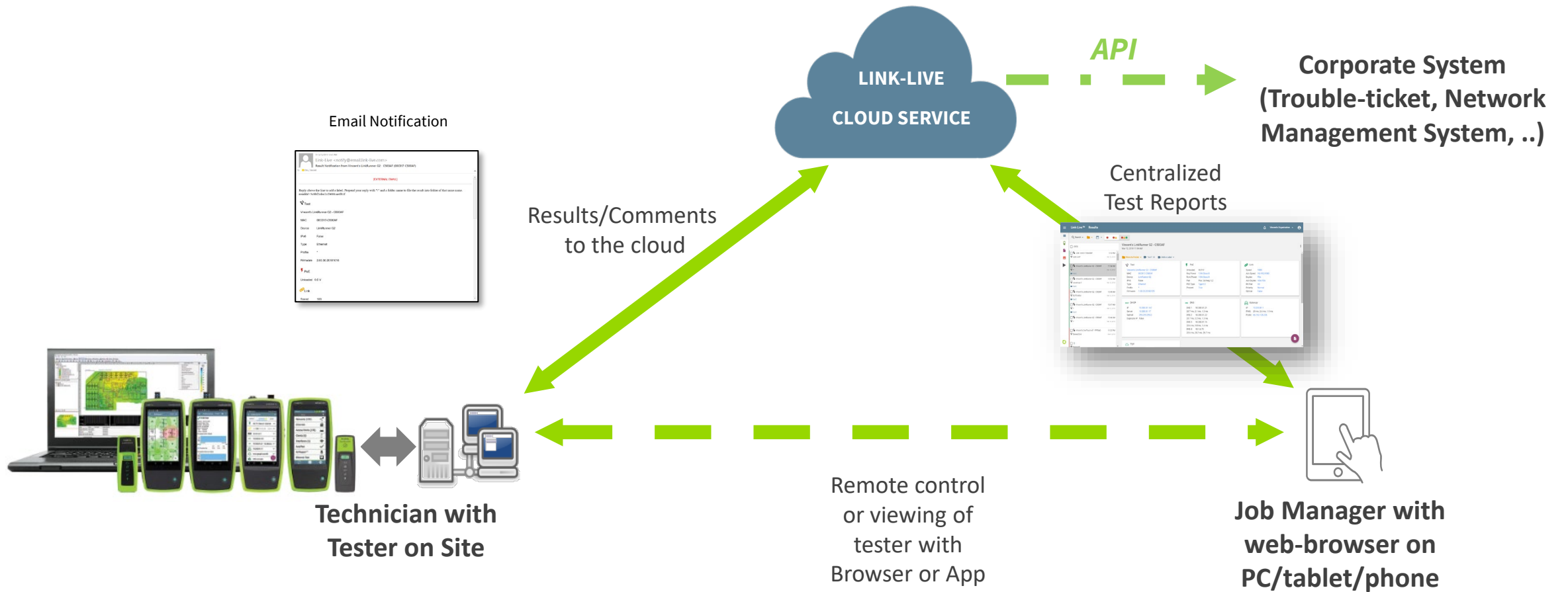
Link-Live

EtherScope nXG

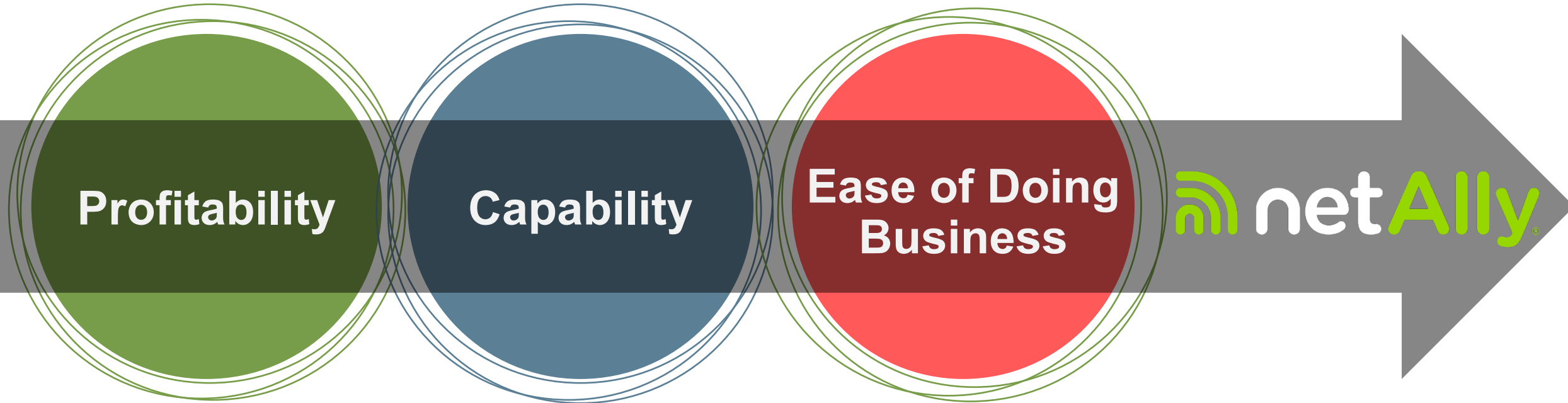


Link-Live Cloud Portal

Seamless centralized results & tester management



A strategic partner for the future of your business



Profitability

Profit pools, including margins, incentives, rebates and renewals

Capability

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

Ease of Doing Business

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

 netAlly

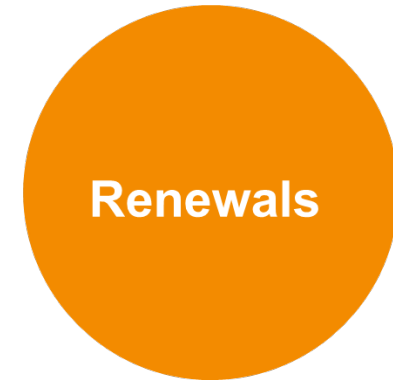


Alliance Partner Program Benefits

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



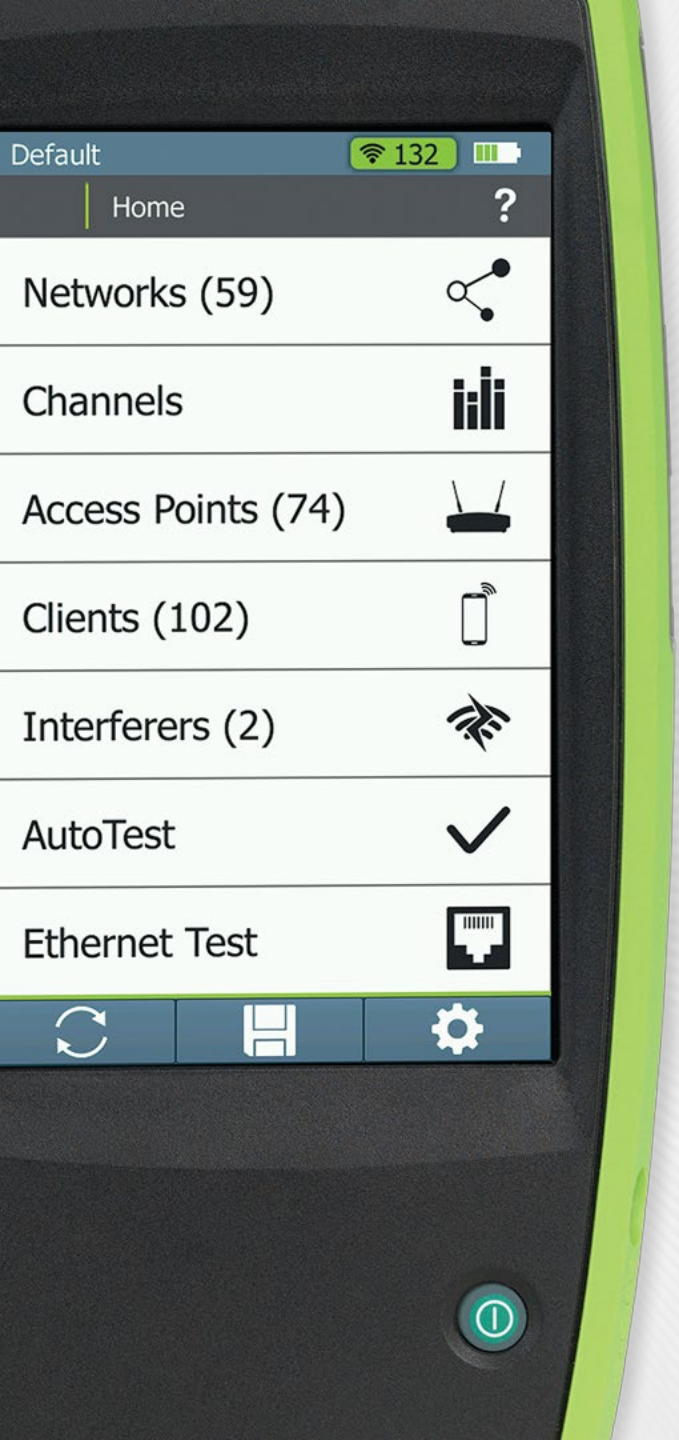
Strategic Partners for the Future of our Business

Profitability

Capability

**Ease of Doing
Business**

 netAlly[®]



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