QLOGIC®

The Ultimate in Performance

PUTTING
PARTNERS FIRST

PROGRAMME OVERVIEW

The QLogic Signature Partner Programme is a competency and business-based programme designed to ensure you have the right training and certifications to effectively sell and deliver QLogic solutions to customers.

Membership in the programme offers:

- Rebate and incentive programmes such as opportunity registration discounts and partner rewards
- Free classroom training and online training with test-out options
- Direct engagement with QLogic, which includes support from channel sales managers, channel marketing managers, and presales engineers
- Access to extensive sales, marketing and technical resources

QLOGIC EMEA REWARDS

QLogic Rewards for EMEA makes partnering with QLogic more rewarding by providing you with Rewards for not only sales of our products, but also for training, registering deals and much more.
Register now at **www.qlogicrewards-emea.com**

TRAINING AND CERTIFICATION

Save money and valuable field time by obtaining your sales and technical certifications online. QLogic offers virtual training and test-out options, enabling you to meet your certification requirements with ease.

NOT YET A QLOGIC PARTNER?

Sign up at: **http://connection.qlogic.com**

Or contact us at: **partner@qlogic.com**

Alternatively contact your local authorised QLogic distributor for more information.

For a complete listing of our authorised distributors, please go to:
www.qlogic.com/WhereToBuy

PUTTING
PARTNERS FIRST

Since the company's inception, QLogic has been committed to working in close collaboration with its channel and OEM partners. Our Signature Partner Programme is designed to make partnering with QLogic rewarding by providing our partners with best-in-class profitability. QLogic offers the broadest portfolio of adapter, switch, and router solutions from Fibre Channel, iSCSI, and Fibre Channel over Ethernet, to 10Gb Ethernet, and we recognise partner performance across that entire product portfolio. The Signature Partner Programme enables QLogic channel partners to expand their portfolios and generate recurring revenue streams, and we reward that increased commitment with greater investment.

QLOGIC PRODUCTS

ADAPTERS
- Fibre Channel Adapters
- Inteligent Ethernet Adapters
- iSCSI Adapters
- Converged Network Adapters

SWITCHES
- Fibre Channel Switches
- Converged Network Switches

ROUTERS
- Intelligent Storage Routers

THE SIGNATURE PARTNER PROGRAMME INCLUDES THE FOLLOWING REQUIREMENTS:

- Three membership levels to choose from (Silver, Gold, and Platinum)
- Signed QLogic authorised reseller agreement to standardise terms and conditions
- Commitment to grow and meet annual sales revenue goals for QLogic products
- Completion of a minimum number of sales and technical certifications

	Signature Silver	Signature Gold	Signature Platinum
Requirements			
Revenue	None	$225K annual MSRP revenue or $65K annual MSRP in Converged Network Adapters and Intelligent Ethernet Adapters	$800K annual MSRP revenue of which $400K minimum in switch sales or $100K annual MSRP in Converged Network Adapters and Intelligent Ethernet Adapters
Certifications	None	- Two sales certifications - One technical SE certification - Test-out option available	- Four sales certifications - Two technical SE certifications - Test-out option available
Registration Required	Yes	Yes	Yes
Authorised Reseller Agreement	No	Yes	Yes
Sales Enablement			
Opportunity Registration Discounts off Distribution Cost	- 5 percent registration discount on Fibre Channel Adapters, Fibre Channel Switches, Routers and Service - Special pricing authorisation available on strategic opportunities	- 10 percent registration discount on Fibre Channel Adapters, Fibre Channel Switches, and routers - 10 percent Service discount on Fibre Channel products - Special pricing authorisation available on strategic opportunities	- 10 percent registration discount on Fibre Channel Adapters - 15 percent registration discount on Fibre Channel Switches and routers - 15 percent Service discount on Fibre Channel products - Special pricing authorisation available on strategic opportunities
Deal Registration Protection	First to register Fibre Channel (only) deals locks out multiple registrations	First to register Fibre Channel (only) deals locks out multiple registrations	First to register Fibre Channel (only) deals locks out multiple registrations
Profile on Where to Buy QLogic Products	No	Yes	Yes
Rebates	None	None	Rebate Incentives for Achievement of Performance Goals
Rewards SPIFFs	Full Participation	Full Participation	Full Participation
MDF	None	Proposal Based	Proposal Based
Demo Gear	50 percent off one Fibre Channel Adapter and one Fibre Channel Switch after $50K MSRP in one-year period	Two Fibre Channel Adapters and one Fibre Channel Switch free at this new level with two-year upgrade option.	Two Fibre Channel Adapters and one Fibre Channel Switch free at this new level with two-year upgrade option.
QLogic Partner Connection: http://connection.qlogic.com	- Access to sales, marketing and technical tools and collateral - Sales and Technical training - Participation in Partner Webinars - Access to competitive and benchmarking data	- Dedicated Channel Account Manager, Channel Marketing Manager, Systems Engineer, and Inside Channel Account Manager - Sales and Sales Engineer certifications - $2,400 fee waived - Access to comprehensive technical resources - Access to sales, marketing and technical tools and collateral - Sales and Technical training - Participation in Partner Webinars - Access to competitive and benchmarking data	- Dedicated Channel Account Manager, Channel Marketing Manager, Systems Engineer, and Inside Channel Account Manager - Sales and Sales Engineer certifications - $2,400 fee waived - Access to comprehensive technical resources - Access to sales, marketing and technical tools and collateral - Sales and Technical training - Participation in Partner Webinars - Access to competitive and benchmarking data

QLOGIC

A leading provider of data, server, and storage networking infrastructure solutions, QLogic® (NASDAQ: QLGC) is focused on the predictability and consistency of infrastructure—a key requirement of application owners. Using a protocol-agnostic approach, QLogic provides end-to-end, integrated solutions that address the broad networking spectrum. The company's leadership in technology integration, maturity of software stack, and advantage in time-to-market make it the top choice to address I/O requirements in a virtualized world. Channel partners and leading OEMs, such as Cisco, Dell, EMC, HP, Hitachi Data Systems, IBM, NetApp, and Oracle, rely on QLogic adapters, switches, routers, and ASICs for their data, storage, and server networking solutions. QLogic is a NASDAQ Global Select company and is included in the S&P 500.

www.qlogic.com

Become a QLogic Partner

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International Offices   UK | Ireland | France | Germany | India | Japan | China | Hong Kong | Singapore | Taiwan