



# Wyse PartnerNetwork



Whether you are a value added reseller, consultant, service provider or systems integrator, the **Wyse® Partner Network (WPN)** delivers dedicated resources and expertise to help you gain access to market opportunities that will secure new business and grow your profits in the network centric computing market.

Participating in the Wyse Partner Network will give you the opportunity to provide hardware and software technologies that shift complexity from the edge to the center of the network, enabling people to communicate and access information easily and affordably.

Wyse Technology is the vendor the world's largest businesses and institutions trust for scalable network-centric computing solutions. When you partner with Wyse, you partner with a market leader focused on the thin-client market, bringing unmatched expertise, market knowledge, relationships, and technology innovation to network-centric computing, critical to addressing unique challenges faced by enterprise customers.

**EXPERTISE** | Wyse is the vendor the world's largest businesses and institutions trust to implement scalable network-centric computing solutions.

**PRODUCTS** | Wyse products and services are the most scalable, flexible, and manageable network-centric solutions on the market today.

**TRUST** | More large organizations trust Wyse to deliver scalable network-centric computing and access infrastructure solutions than any other vendor.

**GROWTH** | Thin clients and network-centric computing are playing a fundamental and growing role in the way large organizations provide access to information and manage their IT infrastructures.

**FOCUS** | Wyse Technology is focused on the network-centric market, bringing unmatched expertise, market knowledge, relationships and technology innovation, critical to addressing unique challenges faced by enterprise customers.

## HOW TO BECOME A WYSE PARTNER

Review the basic authorization requirements and complete the program application (found at <http://www.wyse.com/partners/wtapp/index.htm>).

*Note: Completion of the application and acceptance of the terms and conditions of the Agreement does not imply or guarantee that authorization will be approved. Neither authorization nor the Agreement is valid or active until Wyse assigns a Partner authorization number (WPVR number). The reseller's primary contact will receive this Partner Number via email.*



As the market leader, we present our partners with a competitive advantage, and together with a comprehensive set of benefits we can maximize your business opportunities and promote revenue growth. We offer three levels of participation -- Affiliate, Select, and Premier. These levels are based on achieving listed requirements and may be by invitation only. Here is a complete overview of our benefits and requirements based on partner authorization level.



## AFFILIATE, SELECT AND PREMIER PARTNER LEVEL SUMMARY

### AFFILIATE PARTNER

#### BENEFITS

- Authorization to resell select Wyse products
- Use of Partner name & logo
- Participation in Demo Program
- Access to Wyse PartnerLink (Partner Site)
- Evaluation units
- Access to exciting Wyse promotions
- Web-based product & sales training
- Service and Support programs

#### REQUIREMENTS

- Accept the Affiliate Partner Agreement
- Provide quality customer service
- Assign a primary contact
- Bi-annually update company and contact information
- Place Wyse Partner logo on partner website
- 2 sales people complete web-based training per year
- Must employ at least one Microsoft® Certified Systems Engineer (MCSE); Windows 2003 or later and/or a Citrix® Certified Enterprise Administrator

### SELECT PARTNER

#### BENEFITS

- Use of Select Partner name & logo
- Web-listing on Wyse website (\$250 fee per year)
- Named account manager
- Joint case studies
- Not for resale copy of Wyse Rapport
- Discounted Rapport Certification training
- 3% Education/Government Discount
- Opportunity Registration (See guide for details)

#### REQUIREMENTS

- Completed Affiliate Partner requirements
- Sign Select Partner Agreement
- Assign a technical contact
- Ability to demonstrate Wyse Products
- Quarterly sales reports
- Revenue Commitment of \$50,000

### PREMIER PARTNER

#### BENEFITS

- Use of Premier Partner name & logo
- Free Web-listing on Wyse.com
- Wyse Rewards Program (MDF, email marketing, telemarketing, leads, direct marketing, field events, exclusive spiff programs)
- Two free Rapport Certification training sessions
- Wyse regional field support
- Exclusive promotions
- Joint press release

#### REQUIREMENTS

- Participation by invitation only, by location
- Sign Premier Partner Agreement
- Select Partner for at least 6 months
- Revenue commitment of \$50,000 in registered opportunities + \$50,000 in purchases
- Rapport Certification completed by one SE

\*Note: Benefits and requirements accrue from the previous partner level.



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Visit our websites at:  
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