



# *The Distributed Difference* A Partner Introduction

## **Delivering Cost-Savings**

VSS Monitoring helps partners deliver industry-leading and innovative technology solutions that assist enterprises, service providers, and government agencies lower capital and operational expenditures, decrease mean time to repair, and increase application availability. VSS Monitoring's partners have a significant marketing advantage over their rivals thanks to cutting-edge network access solutions from VSS Monitoring. Forward-thinking network monitoring and security vendors advocate cost-saving solutions while other network equipment vendors are still learning how taps provide much more than basic access to the network.

VSS Monitoring, through its proprietary innovations in hardware bring a Distributed Traffic Capture System™. VSS Monitoring's Distributed Traffic Capture Systems fundamentally improve price-performance and network analyzer efficiency, as well as increase network visibility and reduce response times. Only VSS Monitoring offers a single vendor network access solution, encompassing small deployments requiring simple network taps, through large, complex deployments with multiple monitoring solutions. VSS Monitoring is the only vendor providing a complete line of distributed traffic capture solutions ranging from 10/100 to 10 Gigabit, offering customers the largest traffic capture product portfolio available in the industry.

VSS has been invited into the world's leading telecommunications and enterprise networks to redesign their monitoring architectures to help lower operational costs for existing deployments and increase visibility for new applications. We extend a warm welcome to forward thinking resellers who share our vision and choose to approach the market as leaders breaking new ground.

## **Partner Benefits**

The VSS Monitoring partner program is designed to provide you with the most sophisticated products; hands-on technical and sales support; advanced training and essential marketing information to help increase customer loyalty and create repeat business.

As a VSS Partner, your company will benefit by offering the market's leading network taps and distributed tap and span solutions. These devices will enable you to share in VSS Monitoring's market advantage by being able to reduce an end user's overall network monitoring costs by up to 80% while improving their visibility.

<b>Dedicated Channel Representative</b>	All VSS partners receive support from a professional and knowledgeable account manager dedicated to answering product, sales and program questions ensuring your team has the support required to succeed in selling the right solutions each and every time.
<b>Qualified Sales Leads</b>	Through our website, marketing programs, advertising and extensive participation at many of the industry leading trade shows, VSS generates sales leads that are then pre-qualified before being passed on to our Channel Partners.
<b>Discounted Pricing</b>	VSS partners benefit from special price discounts providing the opportunity to incentivize sales teams and generate significant margins supporting further sales and business growth.
<b>Product Training</b>	VSS provides ongoing and unlimited product training for each partner. Training is conducted by a specialized team of development engineers, sales, and members of customer support. Training can be performed on site or online tutorial sessions.
<b>Technical Support</b>	Free technical support is available to Channel Partners through our experienced customer support team. Our Solutions Engineering staff is also available for situations that require escalation.
<b>Marketing Programs and Support</b>	VSS offers support materials & collateral and works with its partners to develop cooperative marketing programs and funds to help you generate incremental business.
<b>Demo Units and Software</b>	Partners receive demonstration equipment at specially discounted pricing and free evaluations.
<b>Access to our Partner Resources Web Center</b>	All VSS partners will receive access to our password-protected site with support, tools and resources to ensure your success.



Network Visibility. Optimized.

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VSS Monitoring, Inc. is the world's leading innovator of Distributed Traffic Capture Systems™ and network taps, focused on meeting the rapidly evolving requirements of security and performance conscious network professionals. Distributed Traffic Capture Systems herald a new architecture of network monitoring, one which fundamentally improves its capability and price-performance.

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