



Why Become a VSS Monitoring Channel Network Partner?

You have an established practice selling network infrastructure equipment, network security tools and services. Your customers want the highest return from their investment – and VSS Monitoring systems extend visibility through their entire network, providing real-time data to all analysis, security and monitoring tools. Customers see immediate ROI by decreasing upfront capital costs and ongoing ROI through reduced IT operational costs and response times.

Our continued success depends on our partners. You will find that the VSS Monitoring business model is simple and collaborative. Our channel partners experience the following benefits:

Increase and Deepen your Customer Base

The VSS Monitoring products are built with a systems approach to create total, network-wide visibility for analysis, WAN acceleration and security network intelligence tools.

VSS systems are composed of hardware devices which are purpose-built for network intelligence optimization.

They capture all network traffic and filter it, sending only traffic of interest to the analytics, security, and WAN acceleration tools. Tools can run at capacity, avoiding over/under subscription. SPAN Port contention is eliminated – with better quality traffic information provided to each tool. In addition, 1G tools can now monitor 10G links, maximizing the ROI of existing network infrastructure and monitoring investments.

High Margins and Added Service Revenue

Increase your business with profitable margins. A typical engagement with a customer provides immediate ROI. Partners can easily add-on additional systems or analysis or security tools for more revenue opportunities as your customers needs grow. In addition, partners may offer billable service offerings such as planning, deployment and training to ensure your customers have a positive user experience and see the full value of their investment.

Dedicated Partner Support

VSS Monitoring Solutions have been tested in the network infrastructure ecosystem with our technology partners, ensuring seamless interoperability in your customer's networks. We will work with you to configure the appropriate system for large customers.

VSS Monitoring provides all the tools and support you will need to grow your network infrastructure business with us. We will do joint business planning, provide sales leads, work with you to close business and train you how to support your customers. In addition, we offer Deal Registration to our partners, as well as materials to support the sales process, and for lead generation campaigns.

Your Customers Need VSS Monitoring

VSS systems use taps to access network traffic, capturing all network traffic and filtering it, sending only traffic of interest to network analysis and security tools. The tools can then run at capacity, avoiding oversubscription or undersubscription. In addition, 1G tools can now monitor 10G links - maximizing the ROI of existing network infrastructure and monitoring investments.

This immediate ROI provides unique revenue opportunities for partners. Working in conjunction with service assurance, network intelligence, WAN optimization, security and application performance management tools, the innovative VSS Monitoring systems improve effectiveness of infrastructure, tools and operations personnel – as well as speeding and simplifying future growth of the network.

We are actively looking for channel partners who will add VSS Monitoring systems into their existing network infrastructure and/or network security business. Together, we will deliver solutions that greatly increase customer's ROI through:

- **Total network visibility**
 - Deliver only network traffic of interest to their tools, increasing their effectiveness.
 - Eliminate SPAN/Mirror Port contention.
- **Ability to monitor 10G links with 1G tools**
 - The network delivery systems will take a feed from 10G networks, at full line rate, and filter and load balance the traffic into manageable data rates for 1G devices.
- **Maximum efficiency for Security solutions**
 - Run POCs for multiple security tools in parallel
 - Shorter time to protection against cyber threats
 - Optimize best-of-breed security in layers
- **Reduced configuration and change order management**
 - VSS systems can easily send network traffic to new tools (no need to plug in probes), and do this for several tools being tested on the network simultaneously. This greatly speeds and simplifies the Proof of Concept (POC) phase for a new investment or change to the network.

VSS Monitoring is channel-focused. We consider our partners as part of our team and believe that open communication is crucial. With the VSS Monitoring Channel Partner Network program, you'll gain access to products, technology, marketing and sales tools to give you greater business success:

- Sales support: sales training for your reps, pre- and post-sales technical support, account planning and joint sales calls with VSS Monitoring regional sales directors
- Deal registration
- Aggressive lead generation
- Marketing support
- Selected SPIFFs and MDF support

Upon acceptance into the VSS Monitoring Channel Partner program, you will work with us to plan your VSS Monitoring business, with activities planned during a 90 day ramp-up. The first Quarterly Business Review will be scheduled for one quarter after you join the program.

VSS Monitoring products provide partners with profitable margins and service opportunities helping customers plan, implement and optimize their network monitoring solution. VSS Monitoring is an essential addition – driving new business into your existing customer base, and extending your business to new customers. Become a VSS Monitoring Network Channel Partner and sell this in-demand product line to your customers.



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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