Spirent **Global Partner Program**

Partnering together to assure the promise of performance.

"There has never been a better time to partner with Spirent. With new technologies changing the way organizations are thinking about networking, customers are beginning to realize the full value of testing solutions from Spirent. We are excited to work together with our partners to help even more organizations get the testing solutions they need — and make the most of new networking trends and opportunities."

– Mark Bateman, Senior Director, Global Channels and Alliances, Spirent Communications

![Spirent™ Promise. Assured.]

Welcome to the Spirent Partner Program

Escalating network complexity, growing security requirements, and an increasing need for connectivity and bandwidth have generated enormous demand for reliable test, measurement, and analysis solutions.

Partnering with Spirent helps meet these demands, by providing new and profitable revenue streams, accelerated growth opportunities, and differentiated offerings, all while assuring that quality, reliability, and security are built into each of our partners' offerings.

Where there's challenge, there's opportunity

If you're a reseller, system integrator, or distributor looking for ways to differentiate your offerings, expand your revenue streams, and accelerate growth, here's your opportunity.

• Would proactive security assessment solutions benefit your customer's security operations and initiatives?

• Are your customers experiencing issues with video or voice quality, RF performance, or 5G device complexity?

• Do you or your customers need to ensure the quality and performance of Ethernet or Wi-Fi-based networks, including physical, virtual, or cloud networks?

• Are you struggling to detect, isolate, and resolve operational service quality problems in an automated way?

• Are you experiencing issues with GPS/GNSS—positioning, navigation, and timing?

If your customers are experiencing any of these challenges, be assured Spirent can help. With over 80 years in business, our team offers expert guidance and methodologies to help our partners serve their customers better. With our solutions, you'll find clarity in the face of complexity, overcome the challenges of a fast-approaching future, and deliver the promise of performance from proof-of-concept to user experience. You made a promise to your customers. We are here to assure you fulfill it.

Leading Lights Outstanding Test & Measurement Award 2017 & 2019

Selected as official MEF SD-WAN Certification provider

Two Best-of-Show Awards at Interop Tokyo 2019, including a coveted Grand Prize for Wi-Fi 6 test solution

Spirent **Global Partner Program**

Become a Spirent Partner and join this exclusive program!

LEARN MORE

Why partner with Spirent?

The Spirent Partner Program helps our partners capture profitable revenue opportunities and accelerate their market position by adding Spirent solutions to their portfolio.

Our flexible program is designed to address your distinctive business needs and strategy, with all types of partners in mind.

We collaborate with our partners to understand their customers' technological and operational challenges, then develop first-to-market solutions and register the intellectual property, allowing your customers to maintain a high-margin, high-value position in the industry.

Key Program Benefits

We invest in our partners

- Financial benefits including deal registration, discounts, and marketing development funds (MDF)

- New paths to profit with professional services and recurring revenue opportunities

- Opportunities to resell, integrate, develop, and provide services around Spirent offerings

- Easy-to-use Partner Portal provides an integrated business and marketing platform for managing your business with us

- Channel management and marketing support

- Pre- and post-sales support

- Online and in-person training

We're easy to work with

- Become a Spirent partner in less than a week. With no certification requirements, you realize certain partner program benefits from day one!

- Receive a quote in just a few hours

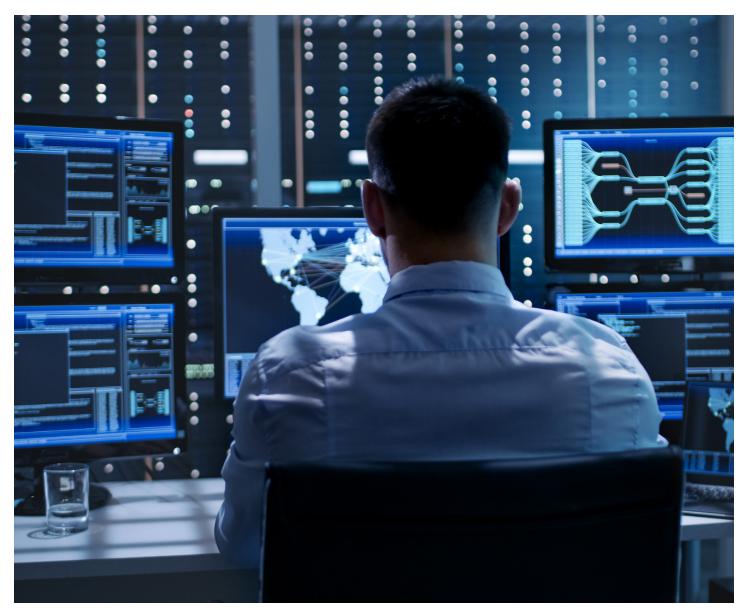- Get deal registration approved within 24 hours

	Authorized	Preferred	Elite
Sales and Marketing Support			
Deal registration	•	•	•
Invitation to the Partner Summit event	•	•	•
Portal access	•	•	•
Listed on the Spirent partner locator	•	•	•
Access to field- and factory-based resources	•	•	•
Channel manager		•	•
Joint marketing		•	•
Demo equipment		•	•
Preferred commercial program benefits		•	•
Product promotions		•	•
Receive leads			•
Marketing Development Funds			•
Invitation to executive partner advisory committee			•
Education			
Web training	•	•	•
Spirent classroom training		•	•
Requirements			
Partner contract	•	•	•
Specialization	•	•	•
Spirent listed on partner website	•	•	•
Annual sales volume & achievement		•	•
Annual business plan		•	•
Quarterly business reviews		•	•
Forecasting		•	•
Demo equipment		•	•
Sales training attendance		•	•
Joint marketing			•
Certified sales engineers			•

Spirent **Global Partner Program**

Meet Your Customers' Challenges with Spirent Test & Validation Solutions

Market Challenge	Your Opportunities	Market Health Indicator	Spirent Solution
Virtualization	• Instill confidence that Virtualized Network Functions (VNFs) and Service Functions Chains (SFCs) operate as expected across a wide range of NFV-Infrastructure, ranging from Public Clouds to Universal CPE • Attain multi-vendor SD-WAN through conformance with the industry's first SD-WAN Managed Services standard • Achieve an integrated testing vision that spans the entire service delivery lifecycle while traversing the stack	**Virtualization Spending** 2015: $3bn 2020: $16bn CAGR +42%	**Spirent validates the complete range of virtualized networks with proven test technologies including:** • **Spirent CloudSure** for comprehensively assessing NFV-I in the orchestrated services environment • **SD-WAN Test Suite** by the neutral SD-WAN authority • **Spirent Test Center,** the industry's leading platform for comprehensive testing, Layers 1-4 • **VisionWorks** for assuring virtualized services upon deployment through ongoing operations • **Spirent CyberFlood** for validating that security solutions are behaving as expected, as well as providing sophisticated application and security performance assessment
5G	• Reduce the complexity and economics of testing and validating 5G equipment, networks, and services • Safely accelerate 5G innovation and time to market for new and differentiated services • Continuously assure 5G delivers the new performances, experiences, and revenues	**5G Infrastructure Spending** 2019: $2.5bn 2024: $26bn CAGR +58%	**Spirent simplifies complex 5G testing with leading-edge network emulation and test automation lab solutions:** • **Landslide** for 5G Core Network emulation and testing • **CloudSure** for 5G NFV infrastructure testing • **Vertex** for 5G New Radio channel emulation and testing • **8100 5G** for 5G Device location and performance testing • **STC** for 5G Transport network and protocol testing • **Paragon-NEO** for 5G time synchronization accuracy testing • **SSL** security services for 5G security assessments • **Velocity & iTest** for 5G lab and test automation **Spirent accelerates time-to-market with field and DevOps continuous testing solutions:** • **Umetrix & Fit4Launch** for 5G Device pre-launch performance testing in both the lab and in the field • **VisionWorks** for 5G Core and transport network fulfilment (i.e., automated commissioning and activation) • **Test-as-a-Service** for multi-vendor 5G Core and NFVi continuous testing and validation **Spirent assures 5G continuously delivers in the operational network, with Active Assurance solutions:** • **VisionWorks** for active testing the live 5G network to proactively monitor performance, rapidly isolate issues, and reduce time-to-resolutions

Meet Your Customers' Challenges with Spirent Test & Validation Solutions (cont.)

Market Challenge	Your Opportunities	Market Health Indicator	Spirent Solution
Cybersecurity	- Computer vulnerable to attack: 99% - Cost of cyber-crime (global): $100 billion per year - Increase in number of cyber-attacks to organizations (USA): +176%	**Security Assessment Revenue** 2015: $3bn 2022: $10bn CAGR +20%	**Spirent assesses valuable assets with complete cybersecurity solutions and services:** - CyberFlood Data Breach Assessment, for ongoing security validation of production networks - SecurityLabs provides a suite of pentests, audits, and other security vulnerability assessment services - CyberFlood provides comprehensive security and L4-7 application performance testing solutions for lab environments

Fulfill the Promise of Tomorrow's Innovations

As a Spirent partner, you can deliver solutions that help your customers turn the challenges they face into new, technology-driven sources of value. In the process, you'll tap into the potential of new revenue streams and new levels of profitability.

Have questions? We're here for you. Just contact Spirent's global partnership and alliances team at partnerprogram@spirent.com.

Assure the

PROMISE

of performance.

Become a **Spirent** Partner.

Apply now

Taking your first step to becoming a Spirent partner is easy. Simply click **here** to the register your interest in joining the Spirent Partner Program. We will contact you to further discuss the benefits of joining the Spirent Partner Program.

Spirent **Global Partner Program**

About Spirent Communications

Spirent Communications (LSE: SPT) is a global leader with deep expertise and decades of experience in testing, assurance, analytics, and security, serving developers, service providers, and enterprise networks.

We help bring clarity to increasingly complex technological and business challenges.

Spirent's customers have made a promise to their customers to deliver superior performance. Spirent assures that those promises are fulfilled.

For more information, visit: www.spirent.com

![Spirent logo — Promise. Assured.]

Contact Us

For more information, call your Spirent sales representative or visit us on the web at www.spirent.com/ContactSpirent.

www.spirent.com

Americas 1-800-SPIRENT
+1-800-774-7368 | sales@spirent.com

Europe and the Middle East
+44 (0) 1293 767979 | emeainfo@spirent.com

Asia and the Pacific
+86-10-8518-2539 | salesasia@spirent.com

Rev B | 05/20