



## PARTNER PROGRAM

# Partner Onboarding Playbook

Resources to help your team integrate Gearlinx, sell confidently, and grow recurring revenue.

Transform your customer's network resiliency with Gearlinx. Our Modern Out-of-Band Management and Network Resilience solutions empower customers to remotely monitor, manage, and remediate their networks, as well as automate their NetOps processes through a separate independent management network. By deploying Gearlinx, your customers will ensure the availability and performance of their network and business.

### PARTNER OPPORTUNITY

**Revenue growth**  
**Profit margins**  
**Recurring revenue**

Move from transactions to interactions.

Our Onboarding Playbook contains all the necessary resources to help you successfully integrate our solution into your customer's network architecture. With Gearlinx, your selling team can capture larger and more profitable long-term opportunities while educating your customers on the benefits of a resilient network. Start today and supercharge your network resilience revenue growth, profit margins, recurring revenue, and turn your business from customer transactions to interactions.

## Gearlinx Partner Program

The support, protection, and enablement your team can use from day one.



Partner Pricing Model



Deal Registration Program



Expert Sales & Live Product Demonstrations



Joint Customer Call and On-Site Visits



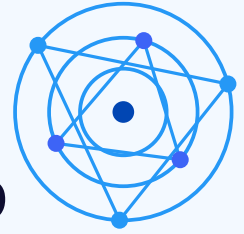
Sales Enablement & Co-Marketing



Not-for-Resale (NFR) Discount



Partner Sales Awards Recognition



ONBOARDING RESOURCES

# Your Gearlinx Partner Resource Hub



## Gearlinx Product Catalog

Our product catalog includes part numbers, descriptions, discounts, and list price for all our products and solutions.

[PARTNER RESOURCE](#)



## Gearlinx Deal Registration

Recommend and bring Gearlinx into new opportunities and we will reward you for it. The Gearlinx Deal Registration Program is designed to ensure price protection and maximum margin.

[PARTNER RESOURCE](#)



## Gearlinx Competitor Analysis

Review our top competitors in the network resilience and failover market and see why our products and business model is better for your customers and for you.

[PARTNER RESOURCE](#)



## Gearlinx Blog

Read our blog and stay up to date on the latest information on network resilience, business continuity, and cloud-based operational resilience.

[PARTNER RESOURCE](#)



## Gearlinx Logos and Product Images

Gearlinx logos and product images in multiple formats for web and print.

[PARTNER RESOURCE](#)



## Gearlinx Social Media

Follow us and we will follow you on LinkedIn and Youtube.

[PARTNER RESOURCE](#)