



PowerDsine[®] Preferred Partner Program



PowerDsine®

Our partners are our most valued asset. We want the PowerDsine Preferred Partner Program to offer your organization the right tools, resources and support to allow for differentiation of your product portfolio and maximization of your profitability.

Preferred Partner Program Benefits

- Complimentary Tech Support
- Notification of Technical Upgrades and Updates
- Exclusive Partner Promotions
- Design Registration Program for End User Opportunities
- End User Leads
- Published Success Stories
- Approved usage of the PowerDsine logo and Access to Link Websites
- Demonstration Equipment Program
 - Demonstration equipment will be made available at a 50% off list discount through your Distributor of choice. Demonstration Equipment is limited to one unit, per SKU, per year. Special consideration will be made for additional equipment needed to meet End User requests.

Strategic Partnership Levels

- Silver Partner Revenue Objective is \$15,000 of PowerDsine (list price) revenue a quarter. The Preferred Partner Reward is 2% up-front margin through a distributor of choice. Once a Preferred Partner reaches the Silver level status, they will be eligible for this 2% up-front margin for the next two consecutive quarters.
- Gold Partner Revenue Objective is \$25,000 of PowerDsine (list price) revenue a quarter. The Preferred Partner Reward is 5% up-front margin through a distributor of choice. Once a Preferred Partner reaches the Gold level status, they will be eligible for this 5% up-front margin for the next two consecutive quarters.



Design Registration Program

Discount Levels:

Both Silver & Gold Partners will receive up to a 5% discount on each end user design registration based on the size of the opportunity. An opportunity valued at \$5K - \$25K will receive a 2% discount, and an opportunity greater than \$25K will receive a 5% discount.

Terms & Conditions:

- The Partner must be registered and active as a PowerDsine Preferred Silver or Gold Partner
- The End User opportunities should exceed \$5,000.00 USD
- Each Design Registration will require a separate submission
- The Design Registration discount will be valid for 12 months from date of registration

The Application and Process:

- The Preferred Silver or Gold Partner should fill out the Design Registration form found within the Preferred VAR section on our website:
<http://www.microsemi.com/PowerDsine/Partners/PreferredVAR>
- A PowerDsine Inside Sales Manager will contact the Partner to qualify and assess the business opportunity
- Upon approval, the Partner will be notified and proper documentation will be forwarded to the Partner's Preferred Distributor for use

Preferred Partner Requirements

- VARs must register to be considered for the Preferred Partner Program. A PowerDsine Inside Sales Manager will contact the prospective Preferred Partner to move forward with the application.
- To qualify, Preferred Partners must attend web-based technical training and pass a brief test. There is no financial commitment for training.
- Within three months of approval, Preferred Partners are expected to post the supplied PowerDsine logo to their website and link to the PowerDsine pages on the Microsemi site.
- Silver and Gold Level Partnerships and additional rebates will be granted upon review of the partner's Go-To-Market strategy and commitment to quarterly revenue targets. Rebates, identified as a Preferred Partner Benefit above, will be administered by the Partners' distributor of choice.



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