

# Empower.

Microsemi's  
PoE Systems  
Channel Partner  
Program

## Educate. Inspire. Delight. Empower.

Partnerships are at the core of our success. Microsemi offers Empower, a comprehensive channel partner program designed to educate, inspire and delight our reseller community with our industry leading PoE Midspan Systems.

We are committed to empowering our partners' success by providing industry leading power solutions. Empower strives to help your business succeed, enabling you to realize success in Ethernet-based installations and bring fast, high-powered flexible networks to your customers.

In turn, we believe Microsemi will be empowered to become a top channel and continue its technology and market leadership in the power business.

# Microsemi

## PoE Systems

Reward	Bronze	Gold	Platinum
Standard discount	3%	5%	10%
Additional discounts on registered projects	√	√	√
10% GovEd discount	√	√	√
Dedicated channel manager	√	√	√
40% off NFR demo units	√	√	√
Access to marketing programs and promotions		√	√
Welcome Kit with key marketing tools		√	√
Dedicated sales and technical training		√	√
Coop funds/reinvestment			√

### Program Qualifications

#### Platinum

- \$100K annual revenue based on GLP
- Annual training for channel team
- Microsemi published and listed on website, line card and marketing materials
- Sales rep contact list updated quarterly

#### Gold

- \$25K annual revenue based on GLP
- Annual training for channel team
- Microsemi published and listed on website and line card

#### Bronze

- \$10K annual revenue based on GLP

For more information or to apply for Empower partner status, visit [www.microsemi.com/PowerDsine/Partners/Empower](http://www.microsemi.com/PowerDsine/Partners/Empower) or contact us at [empower@microsemi.com](mailto:empower@microsemi.com).

