

# Microsemi PoE Systems

Empower Channel Program

Educate. Inspire. Reward.  
**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 PoE business.

## Empower™

Microsemi's  
PoE Systems  
Channel Partner  
Program



# Microsemi PoE Systems

## Empower Channel Program

Reward	Platinum	Gold	Bronze
Standard discount	10%	5%	0%
Additional discounts on registered projects	•	•	•
10% GovEd discount	•	•	•
Access to marketing programs and promotions	•	•	•
Engineering support	•	•	•
Dedicated channel manager	•	•	
40% off NFR demo units	•	•	
Key marketing tools	•	•	
Dedicated sales and technical training	•	•	
'Where to buy' on Microsemi.com	•	•	
Coop funds/reinvestment	•		
Lead forwarding	•		

## Program Qualifications

### Platinum

- Microsemi and partner agreed sales goals
- Annual training for channel team
- Microsemi published and listed on website, line cards, and marketing materials
- Quarterly update of sales representative contact
- Yearly business reviews

### Gold

- Microsemi and partner agreed sales goals
- Annual training for channel team
- Microsemi published and listed on website and line card
- Quarterly update of sales representative contact

### Bronze

- Registered Empower partner

**For more information or to apply for the Empower PoE program, visit [www.microsemi.com/empower/poe](http://www.microsemi.com/empower/poe) or contact us at [empower@microsemi.com](mailto:empower@microsemi.com).**

The Empower™ channel program may be modified or discontinued at any time and without notice by Microsemi.

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