

Simply Better Business

At Ruckus Networks, we're not just "partner-friendly". Our go-to-market strategy is uniquely focused on partner relationships – it's in our DNA. So, when we say that our success depends on your success, we mean it! And to enable your success, we've created a holistic partner program that makes working with Ruckus simply better business.

Why Ruckus?

When connectivity really matters, organizations and business of all sizes turn to Ruckus. Ruckus delivers simply better connections, so you can provide awesome customer experiences. We innovate across wireless and wired technologies that you can leverage to deliver high-performance network infrastructure that provides secure, reliable access to applications and services no matter how tough the environment.

Investing for Success

Ruckus is dedicated to providing extensive resources, training, incentives and engagement to ensure a trusted and mutually profitable relationship. All partners have access to the exclusive Ruckus Partner Portal which provides a wealth of resources and information to enable, inform and support your ability to successfully sell Ruckus solutions.

For companies that want to market, sell and deliver Ruckus wired and/or wireless products and services, we have two partnership tiers for solution providers and one level for distributors, each with distinct enablement and paths to profitability:

BENEFITS*



	SELECT	ELITE	DISTRIBUTOR
Discounts on Demo Equipment	✓	✓	✓
Deal Registration Discounts	✓	✓	✓
Free eLearning	✓	✓	✓
Marketing & Demand Generation Tools/Resources	✓	✓	✓
Ruckus Rewards SPIF Program	✓	✓	✓
Promotions Eligibility	✓	✓	✓
Technical Training discounts	✓	✓	✓
Access to Market Development Funds		✓	✓
Growth Rebates/MBOs		✓	✓
Funded Headcount Eligibility		✓	✓
Dedicated Account Management		✓	✓

*For further details on benefits for each partner designation, download guidelines for [Select](#), [Elite](#) or [Distributor](#) Partners.

REQUIREMENTS*



	SELECT	ELITE	DISTRIBUTOR
Partner Application	✓	✓	✓
Sales Interview	✓	✓	✓
Demo Kit/Capabilities	✓	✓	✓
Sales & Pre-Sales Accreditation	✓	✓	✓
Technical Certification	✓	✓	✓
Minimum Annual Revenue		✓	
Contract		✓	✓
Business Plan/QBRs		✓	✓
Point of Sale Reporting		Direct VARs Only	✓

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Getting Started

Wondering if Ruckus is right for you? Watch this [brief video](#) with a message from our Channel Chief.

Want to learn more about Ruckus Networks? Visit our [website](#).

Are you ready to join forces with Ruckus? Apply [here](#).

Got a question? [Contact us](#).