

ZyXEL

For more product information, visit us on the web at www.zyxel.co.uk

ZyXEL UK

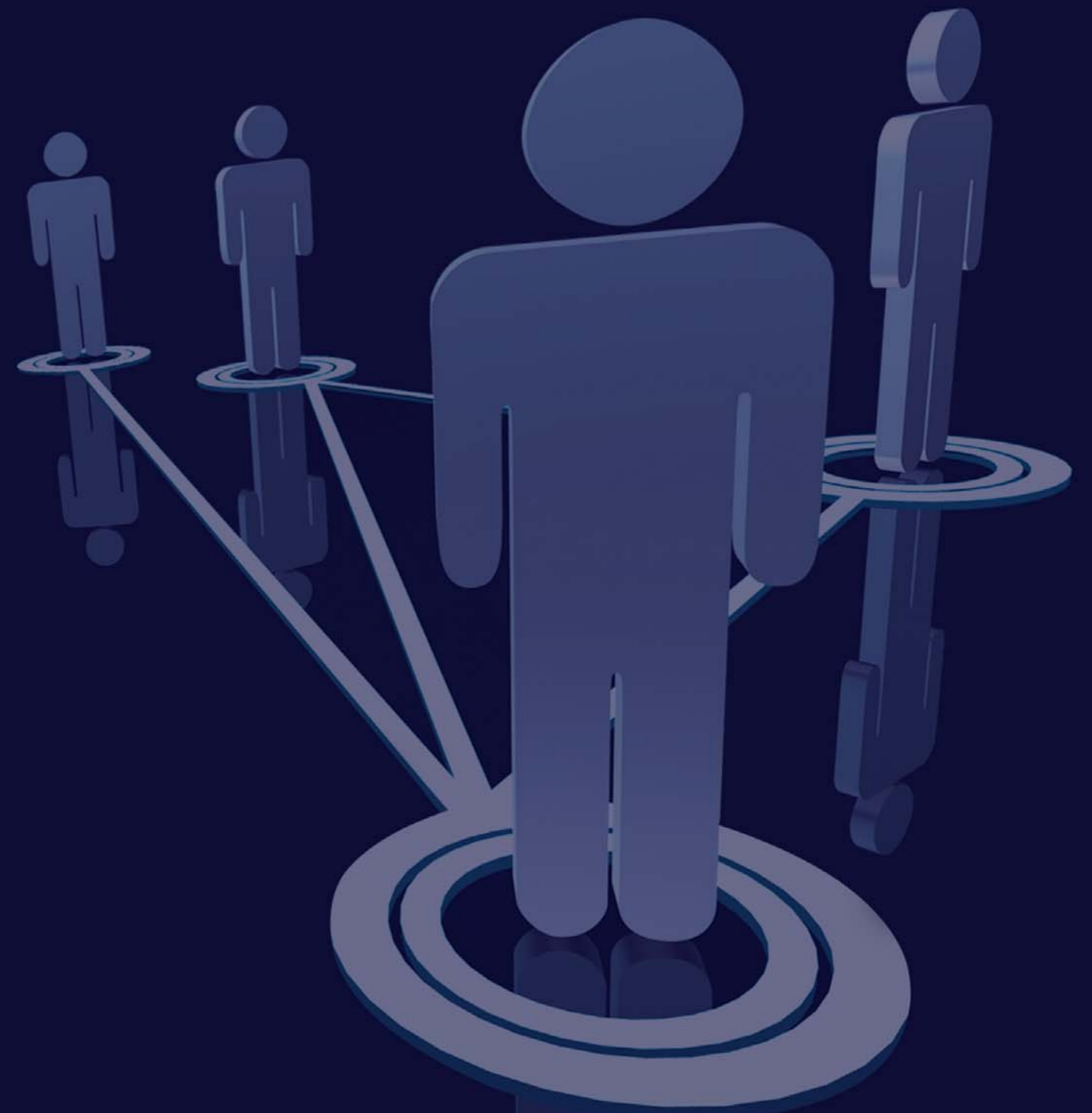
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About ZyXEL

ZyXEL Communications UK Ltd is the UK subsidiary of a market leading end-to-end developer and manufacturer of xDSL, Security, VoIP, IP DSLAMS, Wireless, routing and IP switching equipment. The company offers comprehensive technical support and customer service to the ISP, Telco, Reseller and IT distribution channel.

ZyXEL was founded in 1989 as a modem developer with the mission to create Internet access solutions that accelerate information exchange and improve effectiveness of people and organisations. ZyXEL is one of the world's leading broadband access solutions specialists. With headquarters located in Taiwan, ZyXEL maintains offices in the United States, Europe and Asia, ZyXEL has more than 2000 employees globally, with distributors in more than seventy countries, and products marketed in more than 150 countries on five continents.

**ZyXEL Partner Programme
GREAT Benefits. BE Partnered**





Working with you. Growing with you

A successful company is only as successful as its partners and customers. When you partner with ZyXEL it is for the long term – a partnership based on trust, listening, growth and commitment. By joining ZyXEL's Partner Programme you will be working with a leading networking vendor who will take the time to understand your business and offer you instant benefits.



Benefits of the ZyXEL Partner Programme

When you join ZyXEL's Partner Programme we want you to get the most from the Partnership. It is quick, easy and free to join the ZyPartner Programme and you can immediately start to take advantage of these great benefits:

- Upfront discounts on selected SMB products
Gold 12% • Silver 10% • Bronze 7% • Authorised 3%
- Free UK technical support with a dedicated Partner support phone line
- Free ZyXEL training to enhance product and solution knowledge
- Customised solutions and programmes including education and hospitality
- Channel support through special bid management
- Online Partner Portal with Partner exclusives and free marketing materials
- Dedicated Account Management

Why ZyXEL?

ZyXEL is more than just another networking vendor! ZyXEL is one of the top three global CPE manufacturers who invest heavily in R&D and manufacturer its own products. ZyXEL not only provides a full portfolio of award winning networking products but also offers free UK technical support, free product firmware upgrades and support packs to suit your needs.

How to Join

To become an Authorised ZyPartner simply fill out the online application form at: www.zyxel.co.uk/registration

For more information contact **ZyXEL** on **01344 303044** or email sales@zyxel.co.uk

Benefits	Partner Level			
	ZyGold	ZySilver	ZyBronze	Authorised
Upfront Rebate (selected SMB products)	12%	10%	7%	3%
Evaluation Kit	✓	✓	✓	✓
15% Demo Product Discount (NFR)	✓	✓	✓	✓
Account Management	✓	✓	✓	✓
Special Bid Support	✓	✓	✓	✓
Deal Registration	✓	✓	✓	✓
Online Reseller Locator	✓	✓	✓	✓
Dedicated Partner Support phone line	✓	✓	✓	✓
Onsite Pre-Sales Support	✓	✓	X	X
Onsite Technical Training	✓	X	X	X
Onsite Sales & Solutions Training	✓	✓	X	X
Access to ZySpace (Partner Portal)	✓	✓	✓	✓
Partner Newsletters	✓	✓	✓	✓
Knowledge Base	✓	✓	✓	✓

Requirements	ZyGold	ZySilver	ZyBronze	Authorised
ZyXEL Sales/Yr	£125K +	£50K +	Up to £50K	£0
Sales & Solutions Training - No. of people	1	1	1	0
ZCNE Technical Training - No. of modules	2	1	0	0



Training

ZyXEL offers a range of training courses to ZyPartners to ensure you develop the necessary breadth and depth of expertise to achieve maximum sales growth. This includes Sales & Solutions training to introduce you to the ZyXEL products and solutions; ZCNE (ZyXEL Certified Network Engineer) training which is in-depth, hands-on technical training and online training offering supplementary sales and technical product training.

More information at www.zyxel.co.uk/training