

Gigamon Catalyst Technology Partner Program Guide

Introduction

Together, Gigamon and our Catalyst Technology Partners solve customer problems with best of breed solutions for network security, performance monitoring, experience management and compliance in on premises and hybrid cloud environments.

What does it take to be a Catalyst Technology Partner?

- Demonstrate interoperability with Gigamon products or have a joint reference customer
- Signed Catalyst Ecosystem partnership agreement

Why partner with us?

- We are a high-growth, innovative industry leader focusing on providing deep, pervasive visibility into modern network environments with the ideal platform to help ensure customers get the most value from their solutions
- Gigamon, together with your best-in-class technology, offers customers an effective and scalable solution with access to data-in-motion from any part of the network
- Gigamon offers joint marketing activities including joint case studies, blogs, tradeshow participation and much more

BENEFITS

Joint Solution Brief	X
Logo & company about on website	X
Internal promotion: Internal web sites, enablement and news	X
Gigamon Solution Education	X
Joint case studies and other sales resources	By Invitation
Joint marketing investment, events and campaigns	By Invitation
Feature on Gigamon Monthly Partner Webinars (Sales and SE)	By Invitation
Feature on TechSmart Briefs (for channel and Gigamon SEs)	By Invitation
NFR Equipment Discounts	By Invitation
Reciprocal social media promotion	By Invitation
SKO / SE Summit Sponsorship Opportunity	By Invitation
Named Program Managers	By Invitation
Introduction to Gigamon Sales Team members	Opportunity Based
Introduction to Channel partners	Opportunity Based
Joint deployment guide	Opportunity Based

Empowered Developer Program Benefits

Catalyst Technology Partners are eligible to participate in the Gigamon Empowered Developer Program. The Empowered Program enables partners to enhance their solutions with the Gigamon Application Intelligence Metadata capability to create a new generation of application-aware solutions. Empowered Developer Partners can leverage additional benefits, which includes joint collateral, demo presence at labs and events, and direct access to Gigamon's extensive field and channel organizations that sell to enterprise and government organizations worldwide and support over 3,300 existing customers.

DEVELOPER BENEFITS

Additional promotion on Gigamon Partner Portal	X
Additional promotion on Gigamon website	X
Technical Support through Gigamon Community	X
Sales and Partner Technical Enablement Video	By Invitation
Demo station opportunities at tradeshows	By Invitation

New to Gigamon? Join the Catalyst Technology Partner Program

If you are interested in learning about your company can partner with Gigamon on Catalyst Technology Partnerships, please head to our website and apply here <https://www.gigamon.com/ecosystem-partners/become-a-partner>.

Already a Catalyst Technology Partner?

If you are already a Catalyst Technology Partner and would like to learn more about the Empowered Partner Program, join the [Gigamon Community!](#)

Questions?

Email Eco-partners@gigamon.com and we would be happy to help!

Worldwide Headquarters 3300 Olcott Street, Santa Clara, CA 95054
USA +1 (408) 831-4000 | www.gigamon.com

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