



Aviatrix Channel Partner Program

Now is the time to boost your cloud network
security offering and help your customers
transform their cloud networks

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At Aviatrix, your success is our success.

That's why our Channel Partner Program is designed to help you deliver exceptional value to your customers while driving business growth. Imagine tapping into a **\$30 billion market** and enabling your customers to **enhance security, optimize performance**, and save as much as **25% on cloud costs**.

Why join us?

Top brands trust Aviatrix. Aviatrix, founded in 2014, has always been a market leader in cloud networking solutions, consistently setting the standard for innovation and reliability through its established cloud networking platform that provides the security, visibility, and control your customers need to modernize and adapt with ease and confidence.

As an Aviatrix Channel Partner, you gain access to cutting-edge cloud networking solutions, exclusive incentives, and robust support designed to grow your business. With surging demand for our **innovative cloud networking security solutions**, you'll stand out in the market while delivering unmatched value to your customers.

Key Benefits



Revenue Growth

Unlock scalable income opportunities in a rapidly growing cloud networking market.



Comprehensive Enablement

Access a dedicated Channel Manager, partner portal, training, technical support, marketing resources, and co-marketing opportunities to drive sales and streamline customer onboarding.



Innovative Solution

Deliver differentiated products that drive strong customer retention and competitive pricing advantages.



Flexible Structure

Advance through program tiers multiple times per year to unlock greater benefits and rewards.



Partner-First Mentality

Built on trust, collaboration, and shared success, empowering our partners to thrive is a foundational principle at Aviatrix.



Team and Personal Development

Unlock invaluable industry training and insights with the [**Aviatrix Certified Engineer \(ACE\) Program**](#).

Partner Rewards

We incentivize success with:

- Aggressive financial and performance-based bonuses
- Co-marketing funds to expand your reach
- Rewards for meeting specific sales milestones



The cloud networking market is evolving rapidly, and our Channel Partner Program is designed to help channel organizations seize their share of this growth by addressing the complex challenges of modern hybrid and multicloud environments.”

Anh Profiti
Global Head of Channels at Aviatrix



Channel Partner Tiers

Our program is designed to grow with your business, offering flexibility through reselling, referral options, or both. Tiers are structured to reward performance and commitment, ensuring greater benefits as you scale. Resellers can transact directly with Aviatrix or leverage third-party marketplaces for added convenience.

Tier

Details

Elite

For top-performing partners with extensive expertise and strong business commitments.

- Deliver 10+ net new Aviatrix deals annually or hit total revenue threshold with fewer deals.
- At least two team members ACE certified within two months.
- Fully capable of hands-on demonstrations.
- High-priority support.
- Recognized expertise in cloud network security solutions.

Premier

For growing partners with proven sales performance and experience in the cloud networking space.

- Deliver 7+ net new Aviatrix deals annually or hit total revenue threshold with fewer deals.
- At least one team member ACE certified within two months.
- Limited hands-on demonstrations capabilities.

Authorized

For new partners entering the program.

- Deliver 4+ net new Aviatrix deals annually or hit total revenue threshold with fewer deals.
- Minimal requirements, such as one ACE certified team member within the first year.
- Focus on building expertise and initial sales success.

Referral Partners

Refer potential customers to Aviatrix and earn a referral fee upon the completion of a successful sale.

Tier Advancement and Discounts

Channel Partners can move up tiers monthly, providing more frequent opportunities for growth.

Channel Partners can move up a tier but not down a tier during an Aviatrix fiscal year.

Revenue and net new customer metrics reset annually, keeping the program dynamic and rewarding.

Tier advancement eligibility is based on meeting one of the following criteria:

1

Number of net new logo deals to Aviatrix

2

Total amount of Aviatrix net annual recurring revenue (ARR) generated during the term

Co-Marketing Opportunities

We collaborate with you to develop and execute campaigns aligned with shared goals, helping to expand your reach and maximize market opportunities:

Opportunities to host events with Aviatrix and opportunities to present at Aviatrix-hosted events.

Resources for joint campaigns, case studies, and events.

Participation in Aviatrix joint marketing campaigns to grow your market presence and promote our joint solutions.





Technical Training and Certifications

The Aviatrix Certified Engineer (ACE) Program is the industry's leading multicloud networking certification. Equip your team with the skills needed to excel by completing **Aviatrix ACE training** for sales and technical staff.

Partners have access to our ACE certification programs and are trained and certified on our solutions and offerings, ensuring their teams are equipped with the expertise to sell, implement, and support Aviatrix solutions.

ACE Learning Paths



Learn CSP networking challenges and review Aviatrix solutions. *Mandatory course and starting point of your cloud networking journey.* (5 Hours Self-Paced)

CLOUD ARCHITECT PATH



Design and Deploy cloud networks solving cloud networking pain points | **3 Days ILT**



Troubleshoot real-world Day 2 cloud and on-prem issues
2 Days ILT



Three 1:1 coaching sessions to design available, scalable, and secure multicloud architecture
8 Hours Coaching

SUBJECT MATTER PATH



Build a CSP agnostic cloud backbone for secure hybrid cloud connectivity
1 Day ILT



Learn to secure internet egress traffic and build Zero Trust Cloud Network
1 Day ILT



Use GitHub and Terraform to build, repeatable, and secure infrastructure
1 Day ILT

What makes this opportunity so great?

\$30B

Tap into a \$30B available market to grow your business when you partner with Aviatrix to solve cloud networking challenges for your customers.



Deepen your relationships and create lasting value for your customers.



Drive innovation in your business with ground-breaking solutions:

One of CRN's
**10 Hottest
Networking
Products of 2024**

“Leader” and “Fast Mover” in the Innovation/Platform Play quadrant of
**GigaOm's Radar 2024 Report for Cloud
Network Security**

Ready to accelerate your business growth?

Join the Aviatrix Channel Partner Program and start maximizing the value of your partnership today!

For any additional questions about the program, see [our website](#) or contact partners@aviatrix.com.

Get Started

About Aviatrix

For enterprises struggling to secure cloud workloads, [Aviatrix®](#) offers a single solution for pervasive cloud security. Where current cybersecurity approaches focus on securing entry points to a trusted space, Aviatrix Cloud Native Security Fabric (CNSF) delivers runtime security and enforcement within the cloud application infrastructure itself – closing gaps between existing solutions and helping organizations regain visibility and control. Aviatrix ensures security, cloud, and networking teams are empowering developer velocity, AI, serverless, and what's next. For more information, visit www.aviatrix.ai.



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