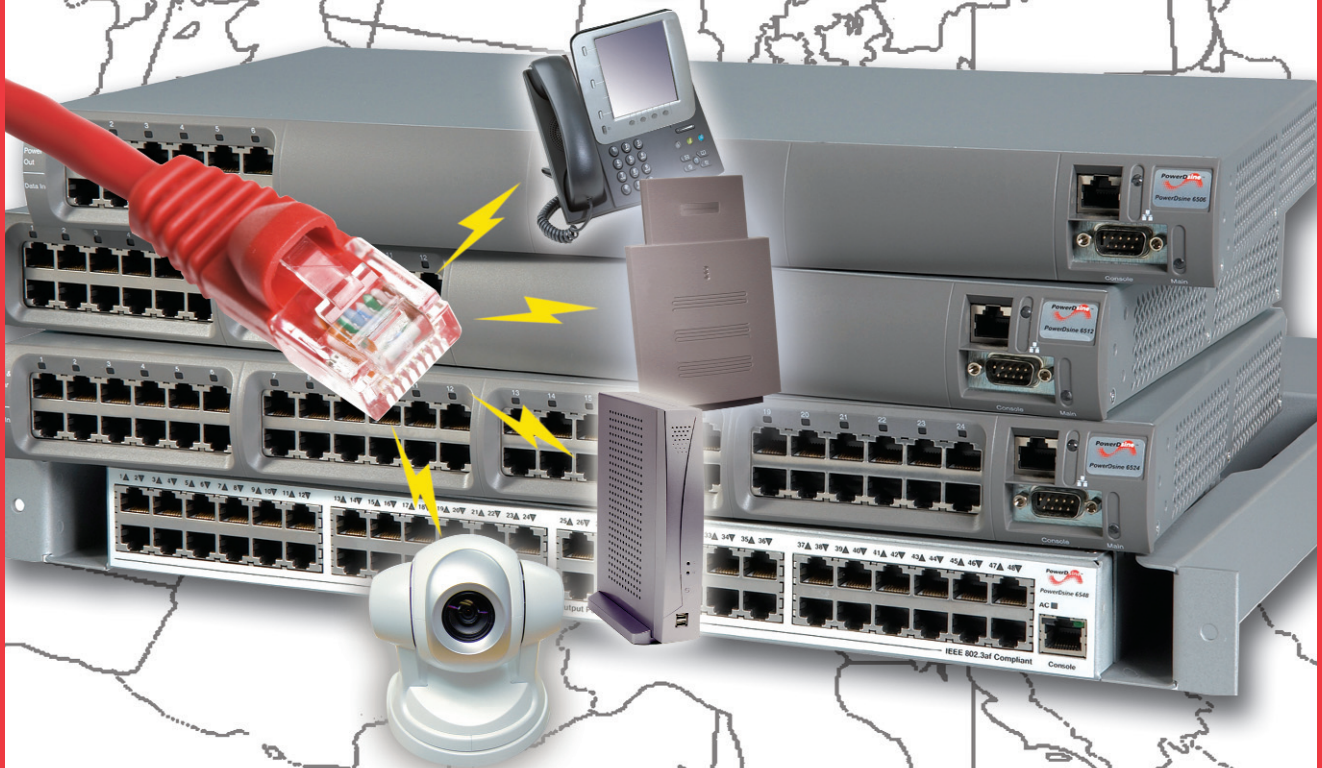




# European PVAR Program



# PowerDsine®

*Our partners are our most valued asset. We want the PowerDsine Preferred VAR Program to offer your organization the right tools, resources and support to allow for differentiation of your product portfolio and maximization of your profitability.*

## Preferred Partner Program Benefits

- Free tech support
- Advance notice of technical upgrades and updates
- Exclusive Partner promotions
- Design Registration Program for end user opportunities
- End user leads
- Published success stories
- Approved usage of the PowerDsine logo and access to link websites
- Demonstration Equipment Program
  - Demonstration equipment will be made available at a 50% off list discount through your distributor of choice. Demonstration equipment is limited to one unit, per Midspan product family, per year. Special consideration will be made for additional equipment needed to meet end user requests.

## Strategic Partnership Levels

- Associate Partners have no revenue commitment.
- Gold Partner revenue objective is \$25,000 (list price) of PowerDsine revenue a quarter. In addition to the benefits of the Preferred Partner Program, Gold Partners receive 5% discount on all PowerDsine products. Once Preferred Partners reach the Gold level status, they will be eligible for the 5% discount for the remainder of that quarter and the following quarter.



## Design Registration Program

### Discount Levels:

Both Associate & Gold Partners can receive an additional discount of up to 5% on each end user design registration based on the size of the opportunity. An opportunity valued at \$5,000\* - \$10,000\* will receive a 2% discount, an opportunity of \$10,000\*- \$25,000\* will receive a 3% discount, and an opportunity above \$25,000\* will receive a 5% discount.

### Terms & Conditions:

- The Partner must be registered
- The end user opportunities should exceed \$5,000\* USD
- Each design registration will require a separate submission
- The design registration discount will be valid for 12 months from date of registration
- Price protection for early registrations

*\* All prices mentioned are list prices*

### The Application and Process:

- The Preferred Associate or Gold Partner should fill out the design registration form found within the Preferred VAR section on our website:  
<http://www.microsemi.com/PowerDsine/Partners/PreferredVAR>
- A PowerDsine inside sales manager will contact the Partner to qualify and assess the business opportunity
- Upon approval, the Partner will be notified

## Preferred Partner Requirements

- VARs must register to be considered for the Preferred Partner Program. A PowerDsine inside sales manager will contact the prospective Preferred Partner to move forward with the application.
- Within three months of approval, Preferred Partners are expected to put a PowerDsine reference on their website. PowerDsine will supply all relevant material.
- Rebates, identified as a Preferred Partner benefit above, will be administered by the Partners' distributor of choice.



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**Alcatel • Lucent**  
Application Partner

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