

Talari Unite™: Technology Alliances Ecosystem

Software Defined Wide Area Networking (SD-WAN) is gaining traction – and fast. Industry analysts are recommending that enterprises deploy SD-WANs to make it easier to connect their branch offices, simplify the network operationally, and lower costs. While user expectations for connectivity are unyielding, causing network managers to grapple with network resiliency, unforgiving applications, and the escalating costs of WAN connectivity.

The Talari Unite Technology Partnership Program encompasses an ecosystem of robust technology providers that, together, extend the value of software defined WAN solutions and allows enterprises to engineer their networks with agility, predictability, and dependability.

Market Opportunity

Researchers predict that the market will likely experience an astounding 90 percent compound annual growth rate, enabling it to expand from its 2015 value of \$225 million to \$6 billion by 2020. *(source: IDC)*

Partnering with Talari Networks

The technology and market leader, Talari has been changing the way Enterprises and their Service Providers engineer and manage their WANs since its first customer deployment in 2008. The experiences gained from over 3,500 customer site deployments, across 40 countries has led to five generations of product innovation.

Talari proactively manages WAN capacity, reliability and performance in real-time to keep critical business and mission critical applications and services running. Talari constantly measures the factors that may impact quality and intelligently adapts in real time to change network conditions, and provide a resilient, failsafe network.

Talari's comprehensive product suite provides robust functionality for business critical networks.

- **Network controller** acts as the logical center of the network that orchestrates the configurations of all the Talari appliances.
- **Physical appliances** range in performance from SOHO locations up to data center class deployments.
- **Virtual appliances** enable Talari's functionality to be installed on virtualized platforms or in the cloud to act as a gateway to IaaS locations, SaaS applications and Internet sites.
- **Management and analytics platform**, Talari Aware for SD-WAN, can configure the network, identify network and application status, and report impairment.

Program Levels

- **Silver** - For companies that desire to co-market products with Talari solutions. Silver members gain access to Talari marketing and technical resources and enjoy visibility and awareness to speed opportunity creation.
- **Gold** - For technology providers offering solutions in markets strategic to Talari. Companies approved to join at this level work with Talari to identify synergies, target specific use cases and market segments for the integrated solution. We work with the Gold members to complete product integration and testing, and then team to execute marketing and go-to-market programs.
- **Platinum** - By invitation only, this strategic relationship seeks to build long-term product synergies, align product roadmaps and implement joint marketing and go-to-market programs geared to achieve significant revenue growth. Platinum partners work closely with Talari to complete extensive solution testing, have designated resources, access to Talari APIs and SDKs and early access to Talari products.

Solution Resources

The Talari Unite program provides members access to a number of resources to speed solution development.

The resources available are:

- **Free Software Products**
All Talari Unite members are entitled to free, Not-For-Resale (NFR) virtual appliance and software licenses as described in the Talari Unite Program Guide. These products can be used for solution development, testing and support.
- **On-line Lab Resources**
Gold and Platinum members may request access to our on-line lab to streamline integration and validation testing for the joint solution. Lab access and resources must be scheduled in advance through your alliance manager, requires an approved test plan, and are subject to availability.
- **Solution Lab**
Gold and Platinum members may access the Talari solution lab for solution development or testing. The member is responsible for testing, however, Talari may elect to complete the testing on behalf of the member.
- **Product Discounts**
Substantial discounts are offered for the purchase of equipment used for development, testing and support purposes by Talari Unite members.

Talari Unite™ Program Benefits	Silver	Gold	Platinum
Your company and solution brief listed within the Talari Alliance Partnerships section of the website	✓	✓	✓
Marketing toolkit, program logos and collaterals	✓	✓	✓
Access to the Talari Partner Center	✓	✓	✓
Free Talari on-line training classes	✓	✓	✓
Discounts on Talari products for development and testing *	✓	✓	✓
Free software and virtual product licenses *	✓	✓	✓
Executive quote supporting your Talari Unite external communication	✓	✓	✓
Access to on-line lab resources *		✓	✓
Access to Talari APIs and SDKs *		✓	✓
Creation of joint video / reference stories		✓	✓
Development of joint marketing and go-to-market plans		✓	✓
Opportunity to sponsor and join Talari field events		✓	✓
Joint webcasts		✓	✓
Quarterly business review		✓	✓
Roadmap integration		As required	✓
Channel alignment		Case by case	✓
Special promotions on the joint solution		Case by case	✓
Talari sales team trained on the joint solution		Invitation only	✓
Sales team mapping			✓
Joint white paper and demo development			✓
Featured in channel and sales newsletter			✓
Early access to new products			✓

For more information on the Talari Unite Technology Alliance program, please contact us at partners@talari.com.

TALARI Networks **About Talari Networks**

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Talari is the leader in Failsafe SD-WANs™ that deliver both MPLS-class high availability and high QoE (Quality of Experience) predictable application performance for both TCP-based apps and real-time apps like VoIP and videoconferencing, whether built on a hybrid MPLS plus Internet WAN fabric, or a WAN comprised of only Internet connections. Talari technology delivers a multi-link WAN with 50 - 400 times more bandwidth per dollar, WAN cost reductions of 40% - 80%, and greater network reliability and superior application QoE than any single MPLS network. Talari is deployed in over 500 customers in more than 9,000 locations in over 40 countries, and boasts a 90+ NPS (Net Promoter Score).

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