

PartnerPlus Program Guide

Welcome to the Infinera PartnerPlus Program, a comprehensive partner program designed to help solution providers build and grow their business. The program builds on Infinera’s innovation and technology leadership. This program guide will help you better understand the key components, value, requirements and benefits of the program so you can maximize your return on investment with Infinera. This brief guide will be updated regularly based upon your feedback as well as program enhancements and modifications.

This document is part of a series of Infinera partner documents that can be found on the Infinera Partner Portal at <https://infinera.zinfi.com>.

Why Partner with Infinera?

Infinera is a world leader in building Intelligent Transport Networks, leveraging an end-to-end portfolio of packet-optical solutions for metro, long-haul, subsea, cloud networks and metro data center interconnect application. Our focus is to enable customer success in three main areas:

- **Scale:** the industry’s most innovative technology, which enables operators and enterprises alike to grow from 1 gigabit (1G) to 10 G to 100 G to multiple terabits as demands increase
- **Service innovation:** architectures built around application-

optimized solutions and faster service delivery, with features like Instant Bandwidth™, Transport SDN, and Carrier Ethernet (CE 2.0) in converged packet-optical solutions

- **Simplicity:** quality in design that enables network scale without the need to scale operations

Our ultimate goal is your success.

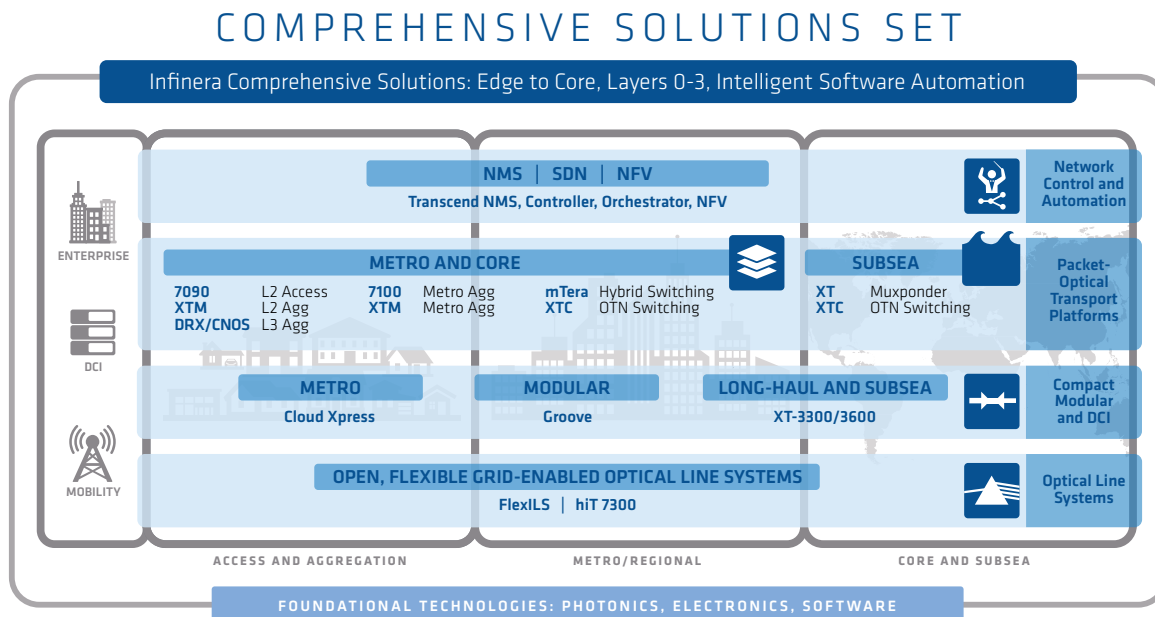
The PartnerPlus Program

The Infinera PartnerPlus Program enables our partners to build and grow long-term profitable business, while getting a great partner experience tailored to their unique needs. In addition to a strong base of innovative Infinera technology, partners are empowered with tools that enable their success and offers rewards and incentives for those that focus on Infinera strategic goals.

What you can expect from the Infinera PartnerPlus Program:

Investment to drive partner business

- We continually invest in areas that help enable our partners to be successful
- Examples include the Infinera Partner Portal, which offers pricing, sales tools, marketing resources and training to enable our partners with the knowledge and tools they need to be successful.



Rewards for partner success

Partners are rewarded for their behavior and success, including benefits for hunting and closing new business, and registering deals. Rewards include additional discounts, access to our Market Development Fund Program (MDF), prioritized access to Infinera resources as needed, and access to Infinera-sponsored lead generation.

A unique personal touch

Unlike traditional partner programs, Infinera offers partners personal attention. That includes access to Infinera marketing resources and intelligence, custom product briefings, training and presentations as needed for promotion internally or for customers. Our focus is to deliver what partners need to be successful.

The Partner Experience

The Infinera PartnerPlus Program’s philosophy has always been to deliver a superior partner experience, by focusing on fewer, stronger partners. This philosophy is exemplified in our approach to driving partner growth through three key components:

Ease of doing business

Keeping things simple is our goal, with online network pricing, design tools and training documentation and regional support to help you get what you need quickly and easily as possible.

Treating partners as an extension of Infinera

Partners are critical to Infinera’s growth, so we treat them like our own direct sales force. That includes early notification of product

PartnerPlus Requirements and Benefits

Partner benefits and requirements are dependent on partner tiers. Tiers are broken down into Silver and Gold. The list below offers a brief description of requirements and benefits for each tier.

Infinera Partner Program	Silver	Gold
Annual Business Plan		•
Minimum of \$1M USD in Annual Infinera Bookings		•
Partner Agreement Signed	•	•
Access to Partner Portal	•	•
Financial Benefits		
Level-based Enhanced Discounts		•
Sales Support Benefits		
Deal Registration Program (see partner portal for details)	•	•
Eligible for Market Development Fund		•
Competitive Information		•
Special Incentive Programs	•	•
Annual Regional Partner Summit	Invitation Only	•
Marketing Benefits		
On-Going Partner Communications & Webinars	•	•
Partner Logo and Program Badges	•	•
Demand Generation Programs		•
Access to Leads from Infinera Lead Generation Programs		•
Access to Demo Equipment Program	Subject to limits	Subject to limits

Infinera reserves the right to change the classification of any channel partner as a result of a failure of the partner to meet the minimum requirements for any given program level.

announcements, frequent and regular sales training and comprehensive and customized market insights. We know that knowledgeable partners tend to be our best promoters, so we value them accordingly.

Quality products, solutions and services

Partner and end-user experience is critical for long-term profitability and customer retention. That starts with products that are reliable, solutions that fit their needs and a services organization that stands behind Infinera's products and solutions. The Infinera Experience incorporates four elements:

- **Technology leadership:** A proven heritage of technology innovation that pushes the boundaries of network performance and service agility.

- **World-class quality:** An unwavering commitment to quality that enables customers to build highly reliable networks and deliver a superior customer experience.
- **Customer-centric focus:** Our promise to meet customer needs, solve their toughest network challenges, and deliver best-in-class support 24/7.
- **Business Velocity:** Purpose-built innovation to help customers deploy networks faster, scale bandwidth faster and accelerate time-to-revenue.

We pride ourselves on the value we bring through the Infinera Experience, and numerous Infinera customers will tell you that we are the best at delivering an amazing customer experience. Just ask them!