



AIRTIGHT NETWORKS OFFERS RESELLERS, VARS AND SOLUTION PROVIDERS NUMEROUS BENEFITS INCLUDING:

- ◊ Relationships with leading network infrastructure companies

- ◊ Free training on AirTight products and services

- ◊ Dedicated VAR sales and support

- ◊ Lead sharing

- ◊ Opportunity for joint trade show participations

- ◊ Significant discounts on demonstration/NFR products

- ◊ Access to the AirTight Partner Library

- ◊ Channel Partner Starter Kit

AirTight Networks Partner Program

By teaming with AirTight Networks, you can differentiate your business and build higher levels of customer satisfaction, market share and profitability.

Solid relationships produce solid results. Whether you provide products, services, solutions, or any combination of these AirTight Networks is committed to collaborating with you to help create solid growth and profit opportunities. Make the choice, become an AirTight Channel Partner.

The AirTight Channel Partner relationship is available to companies that qualify to resell AirTight products and services as part of a total solution offering for specific market segments. There are a myriad of benefits for Channel Partners who execute a reseller agreement with a committed volume purchase.

AirTight is dedicated to the success of our Channel Partners. It is our goal to provide you with information, selling tools and support to make you successful.

Innovative products call for innovative partner programs

At AirTight Networks, we build strong reseller partnerships by providing high margin, high value products and services, plus the tools you need to succeed including sales training and dedicated sales support.

Our innovative partner programs are designed to ensure the success of your business as well as ours by responding to your needs as if they were our own. We understand that end customers rely on the expertise of resellers, VARs and solution providers like you to deliver the industry’s best wireless security and compliance solutions. As a result, we have a vested interest in and are dedicated to the success of our valued partners.

There are three levels of partnership based on your commitment to AirTight products.

Under the **Authorized Partner** program, wireless and network security resellers may offer AirTight products with a minimal commitment of training and sales.

The **AirTight Premier** and **Platinum Partner** programs reward partners who train sales engineers and meet higher sales goals with higher product discounts.



“Trustwave’s goal is to help commercial and government organizations conduct business safely and efficiently in a networked world. As the trusted security advisor for our customers, we recognize the new threat vectors that wireless introduces to the enterprise in general and to the retail environment specifically. It was important for us, therefore, to select a technology partner that could live up to our standards and provide the same trusted high quality of service to our customers. AirTight was the logical choice for this partnership.”
 -- Robert J. McCullen, chairman and CEO of Trustwave

Program requirements include

- ◆ **Systems Engineers who are certified on AirTight products and wireless security**
- ◆ **Completion of Account Manager sales training program**
- ◆ **Annual sales commitments**

Right time. Right market. Right products.

Wireless networks are no longer deployed just for convenience; they have become critical to a company’s core business. As such, companies which deploy wireless networks recognize that an unprotected network creates a bridge into the wired network, circumventing the layers of security in which they have already invested.

With a lengthy list of best and only features, the award-winning AirTight Networks’ SpectraGuard® family of wireless intrusion prevention (WIPS) products and services is the deployment of choice. They provide around-the-clock wireless monitoring and automatic intrusion prevention, while also managing wireless LAN network performance for maximum capacity and uptime.

The SpectraGuard family of products is the industry’s only solution that not only correctly classifies wireless devices and events but also automatically identifies, automatically blocks, and accurately locates all wireless security risks and attacks. SpectraGuard is the only wireless security product that is delivered as an onsite product or as a subscription-based service.

The SpectraGuard family of products includes:

- ◆ **SpectraGuard Enterprise -- A comprehensive WIPS and performance management system that can operate either on an AirTight appliance or an HP ProCurve ONE Services module**
- ◆ **SpectraGuard Online -- An on-demand subscription service available in three modules – Vulnerability Assessment, Regulatory Compliance and Vulnerability Remediation**
- ◆ **SpectraGuard MNC -- A managed network console providing the manager of manager functionality to scale wireless intrusion prevention solution deployments globally**
- ◆ **SpectraGuard SAFE -- Wireless security for mobile users**
- ◆ **SpectraGuard Planner -- Wireless LAN planning for coverage, performance and security**

**ABOUT
AIR TIGHT NETWORKS**

AirTight Networks is the global leader in wireless security and compliance solutions providing customers best-of-breed technology to automatically detect, classify, locate and block all current and emerging wireless threats. AirTight offers both the industry's leading wireless intrusion prevention system (WIPS) and the world's first wireless vulnerability management (WVM) security-as-a-service (SaaS). AirTight's award-winning solutions are used by customers globally in the financial, government, retail, manufacturing, transportation, education, healthcare, telecom, and technology industries. AirTight owns the seminal patents for wireless intrusion prevention technology with 11 U.S. patents and two international patents granted (UK and Australia), and more than 25 additional patents pending. AirTight Networks is a privately held company based in Mountain View, CA. For more information please visit www.airtightnetworks.com

An AirTight WIPS can be managed and monitored remotely and it integrates with most existing logging, reporting and management systems. The WIPS equipment, including a dedicated server, resides at the customer location. This ongoing management provides an additional, recurring revenue stream, following a sale of the AirTight SpectraGuard product.

Partnerships with network infrastructure leaders

AirTight has forged partnerships with key network infrastructure leaders such as HP ProCurve. These partnerships create broader exposure for and awareness of your products to generate leads for you. Combining product sets from both AirTight and our partners allows an AirTight channel partner to offer its customers a complete network solution.

Gain a distinct competitive advantage

As an AirTight partner you have the potential to deliver professional services, in addition to the SpectraGuard Enterprise suite. These services could include planning, installation, configuration, system calibration, optimization, monitoring, reporting, and maintenance. There is even the ability to outsource the management of the customer's AirTight infrastructure.

Share in our success

If you want to be the best, sell the best. The AirTight solution is a great addition to any success-driven WLAN or network security reseller business. For more information on joining our team, please contact us at partners@airtightnetworks.net

The Global Leader in Wireless Security Solutions

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