NETtrack Alliance Program

OVERVIEW
Leading Independent Software Vendors (ISVs) and Independent Hardware Vendors (IHVs) worldwide who form an alliance with QLogic® enhance their ability to deliver best-of-breed storage and networking solutions. NETtrack Partners together with QLogic ensure industry wide interoperability and product compatibility, enhancing their ability to meet and exceed customer expectations. The QLogic NETtrack Alliance Program offers joint marketing opportunities, discounts on equipment purchases, complimentary education, and priority support for all partners.

IMPROVED TIME TO MARKET
Certification Support
A suite of QLogic products and services are available to support your certification and interoperability testing.

- Development, certification, and demonstration units for evaluation or at a significant partner discount
- Access to NETtrack Developer Center (see next page)
- New product release notification

Technical Training and Education
Get the training and education necessary to successfully certify and support SAN, LAN, and converged networking configurations that include QLogic products.

- No-cost Computer Based Training (CBT)
- Access to data sheets, white papers, case studies, technical briefs, presentations, and performance reports
- Access to the QLogic comprehensive knowledge base
NETtrack Alliance Program

PRIORITY SUPPORT
Free Priority Technical Support
Resolving your issues and answering your questions is always a priority for QLogic.

- Priority focus on helping you deliver end-to-end working solutions
- Rapid response to issues so your customers are satisfied

Early Access to Drivers, Firmware, and APIs
- Be ready to go with the most current software when it is released
- Provide your customers with the most current function and stability

INCREASED VISIBILITY IN YOUR MARKETS
Stretch your marketing budgets by engaging in joint marketing activities with QLogic. Take advantage of the following opportunities:

- Joint press releases
- Partnering at trade shows
- Visibility on the QLogic Web site
- Collaborative marketing

USE OUR NETTRACK DEVELOPER CENTER TO DEVELOP SOLUTIONS
The QLogic NETtrack Developer Center (NDC) provides access to state-of-the-art technical resources to assist you in developing solutions around QLogic infrastructure. Within the NDC, you will find a highly experienced engineering team that is ready to assist in a multiprotocol environment with storage networking and converged networking technologies.

INCREASE YOUR NETWORKING INDUSTRY TECHNOLOGY KNOWLEDGE AND INFLUENCE
QLogic is an industry and technology leader by virtue of its leadership positions in industry organizations and track record of being first to introduce innovative new technology. As a NETtrack Partner you can improve your knowledge and influence in the networking Industry.

INCREASE VISIBILITY IN YOUR MARKET FOCUS
Through the NETtrack Alliance Program, you will gain faster time to market, priority support, and increased visibility whether your focus is SAN, LAN, or Converged Networking.

SAN Networking
Partners have product-level interoperability with QLogic Fibre Channel products.

LAN Networking
Partners have product-level interoperability with QLogic Intelligent Ethernet Adapter products.

Converged Networking
Partners have product-level interoperability with QLogic Fibre Channel over Ethernet (FCoE) Adapter products.

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