



- **Faster Time to Market**
- **Priority Support**
- **Increased Market Visibility**

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, including the following:

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

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. QLogic provides the following valuable resources:

- No-cost, hands-on classroom training
- 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
- Monthly partner newsletter

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:

- Inclusion in the Storage Networking and Converged Networking Interoperability Guides
- Joint press releases
- Partnering at trade shows
- Visibility on the QLogic Web site



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 ensure product-level interoperability with QLogic Fibre Channel and iSCSI products.

LAN Networking

Partners ensure product-level interoperability with QLogic Intelligent Ethernet Adapter products.

Converged Networking

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

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.

Keep Abreast of What Is Happening at Networking University

QLogic's Networking University® provides you with the latest industry news, best-in-class training resources, and informative white papers about storage area and converged networks.



Join Us to Influence the Industry and Improve Your Position

- Work with QLogic to expand the marketplace by supporting industry standards
- Collaborate on development of new standards
- Verify compliance with emerging standards
- Promote benefits of open standards
- Provide your customers with the most current function and stability

Become Our Partner and Reap the Rewards

QLogic Corporation invites you to join the NETtrack Alliance Program. Industry-leading, independent hardware vendors and independent software vendors—including makers of network infrastructures, operating systems, platforms, hardware devices, or enterprise applications—are eligible to join.

To find out more about the NETtrack Alliance Program, visit our Web site at <http://www.qlogic.com/NETtrack/Pages/BecomeOurPartner.aspx>.

If you have any questions, contact our Alliance Team at NETtrack@qlogic.com.



www.qlogic.com

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