

Meraki Partner Program

Grow your business with Meraki's proven, revolutionary wireless infrastructure

Meraki offers enterprise-class wireless networks at a fraction of the cost and complexity of traditional networking vendors. This is made possible by its unique cloud-based technology. The Meraki Partner Program enables technology solution providers to grow their business by offering Meraki's next-generation wireless networking solutions. The Program offers two levels of membership – Silver and Gold. Each level provides great margins, training, sales tools, and marketing resources designed to help capture recurring revenue and build profitable wireless practices.

Benefits

	SILVER MEMBERSHIP	GOLD MEMBERSHIP
Margins	●	●
Training	●	●
Communications	●	●
Portal Access	●	●
Support	●	●
Acct. Management		●
Sales Engineering		●
Lead Generation		●
Deal Registration		●
Marketing Funds		●
Incentives		●

Requirements

	SILVER MEMBERSHIP	GOLD MEMBERSHIP
Trained Sales Representatives	2	3
Trained Sales Engineers	1	2
Minimal Annual Performance	\$60,000	\$120,000

What is Silver Membership?

Silver Membership is the first level within the Meraki Partner Program. Silver Membership requires a partner to invest in Meraki equipment and complete our technical certification program.

What is Gold Membership?

Gold Membership is the highest level within the Meraki Partner Program. Gold Membership requires a partner to invest in Meraki equipment, market our solutions, and complete our technical certification program. In return for your investment, Meraki will reward you with lead generation, dedicated account management, and incentives.

How do you become a Meraki Partner?

1. Visit www.meraki.com/partners and complete the online partner application form, agree to the terms & conditions, and submit your credentials for review
2. Meraki will review your application and supporting documentation to ensure you meet our membership requirements
3. Upon application approval, you will receive notification of acceptance and instructions to complete the program initiation process
4. Complete our training and certification program
5. Purchase Meraki products

For additional information, please send an email to partners@meraki.com or call (415)632-5800.