

Connect & Earn with Opengear

Opengear's solutions empower network professionals with secure, reliable remote access to critical IT devices—even when the primary network is down. From provisioning and deploying new sites on Day One, to maintaining connectivity during outages on the Worst Day, and automating network operations Every Day, Opengear ensures network resilience for all types of customers.

Designed for seamless integration, Opengear's solutions work with any switch, router, PDU, firewall, or device with a console port or IP address, complementing the infrastructure solutions you already provide, such as Cisco, Juniper, F5, Palo Alto, Arista, Fortinet, and more.

You can earn up to \$450 by adding Opengear to your infrastructure opportunities. Here is how:

Step 1 - \$50

Schedule an Account Mapping call with an Opengear Channel Sales Manager to identify new business opportunities.

Step 2 - \$150

Arrange a meeting or demo with an Opengear resource for your "new" Opengear end-user prospect. If the customer decides to move forward, register the opportunity for an exclusive discount.

Step 3 - \$250

Close the opportunity resulting from the initial call. Be sure to register and get the opportunity approved beforehand*.

*TERMS AND CONDITIONS:

- To qualify for the closing incentive (Step 3), opportunities must meet the Deal Registration requirements:
 - Minimum MSRP value: \$20,000 (US), \$15,000 (Canada), or \$10,000 (LATAM).
 - New customer requirement: The customer must be new to Opengear (not an existing customer).
 - The promotion does not apply to ongoing opportunities or leads provided to the partner by Opengear.
 - Open to all Sales and Technical reps in the Americas region (US, Canada, and LATAM).
 - Payouts may be split between the Field Account Executive and the support rep/team, if applicable.
 - If there is no support rep/team tied to the account, the Account Executive (account owner) will receive the full SPIFF.
 - The Channel Sales Manager must be looped in after the end-user meeting and upon deal registration approval.
 - To qualify for the Account Mapping incentive, account mapping calls must be at least six months apart for the same sales rep unless the rep has received a new set of accounts or territory.
 - All amounts are expressed in USD.
 - Payouts will be issued via Amazon gift cards at the end of each month.
 - This promotion is valid from January 1st - December 31, 2026.
-

Visit our Partner Portal for access to sales tools and opportunity registration:
<https://partners.opengear.com>

For more information, contact us at channel@opengear.com