

Cloud Specialisation

Promotion Code: RKS-0106

Contact Purdicom

+44 (0) 333 1212 100 | hello@purdi.com | www.purdi.com

KEY BENEFITS

Exclusive Pricing for Cloud Specialist Only

- Eligible Cloud Wi-Fi SKUs:
- CLD-RKWF-1001 (one-year subscription)
- CLD-RKWF-3001 (three-year subscription)
- CLD-RKWF-5001 (five-year subscription)

ORDER REQUIREMENTS

- Quantity of eligible Cloud Wi-Fi SKUs must be equal to or greater than quantity of APs purchased
- Cloud Wi-Fi and AP SKUs must be on the same purchase order

CLOUD LEAD PUSH

Prioritised allocation of qualified trial leads resulting from RUCKUS customer trials

HIGH-TOUCH CLOUD SALES AND TECHNICAL SUPPORT

Dedicated RUCKUS Cloud experts to help your company and our partnership succeed, include:

- RUCKUS Partner Account Managers who will work with you on joint quarterly business planning, providing support on sales engagements and enabling your sales organisation
- RUCKUS Cloud Experts, available upon request, who can help with sales opportunities, marketing activities and internal training
- Access to 24x7 technical support via phone, chat and case

PROPOSAL-BASED MARKETING DEVELOPMENT FUND (MDF) PROGRAM

Each fiscal (calendar) quarter, eligible partners can submit specific marketing proposals for driving RUCKUS Cloud Wi-Fi sales.

- Each proposal is evaluated and approved based on value and ROI
- ROI reporting and proof of performance are required with submission of claims for reimbursement

CLOUD SPECIALISATION BADGE

You will receive a badge that recognises your organisation as a Cloud Specialist partner which can be used to market your company's knowledge in selling and deploying RUCKUS Cloud.

KEY REQUIREMENTS

BUSINESS PLAN (ELITE PARTNERS ONLY)

- Update current business plan to include RUCKUS Cloud Wi-Fi subscription goals and revenue targets

RECOMMENDED DEMONSTRATION EQUIPMENT

- It's recommended that Cloud Specialist partners purchase at least one CLOUD Wi-Fi 3-year subscription from the [Demo Equipment](#) list for marketing, demonstration and testing

TAKE THE ONLINE CLOUD-READY TRAINING

Partner Level	Cloud Specialisation					
	Technical Accreditation		Sales Accreditation		Recommended Training	
Reseller	Technical RUCKUS Cloud Wi-Fi	AP Security & Data Privacy	Introduction to Cloud	Cloud Demo Tutorial	Cloudpath Sales	Winning against Meraki
	1	1	2	2	2	2
	2 Hours	20 mins	17 mins	20 mins	32 mins	17 mins

FURTHER INFORMATION

To access the requirements for these promotions and the terms and conditions, please click the link below: <https://purdi.com/ruckus-uk-distributor-promotion-cloud-specialist/>