



Talari Launches SMART Partner Program to Support its Software Defined WAN (SD-WAN) Solution

Company Reinforces Its Commitment to a Channel-Centric Strategy with Expanded Support of its Growing Global Channel Partner Community

SAN JOSE, Calif. – April 1, 2015 – [Talari Networks, Inc.](#), the leading provider of Software Defined WAN (SD-WAN) solutions that help businesses perform brilliantly with the creation of a smart network that proactively manages capacity, quality and performance, today announced the launch of Talari SMART Partner Program. This new program demonstrates Talari’s continued commitment to support its global channel partners and Talari’s initiative to build a more channel-centric business.

The Talari SMART Partner Program is a pay-for-performance program focused on partner enablement, engagement and financial rewards, aimed to give channel partners who are looking for new business opportunities more incentive and support.

Benefits of the new SMART program to Talari’s channel partners include increased profitability, enhanced business processes and expanded enablement tools feature new training curriculum with sales, technical and implementation modules.

“2015 is a very exciting year for Talari! With the Smart Partner Program we are investing in key areas to improve partner profitability, to better enable our partners in the SD-WAN markets and to reward those partners for their skill set and competency in supporting Talari solutions,” said Talari’s VP of Worldwide Sales Randy Schirman. “All this with the ultimate goals of accelerating growth, expanding into new markets and the ability to better service our customers.”

"The new Talari SMART Partner Program provides Versatile with a great opportunity to capitalize on the quickly expanding growth of the SD-WAN market," said David Cote President of Versatile Communications, Inc. "The company’s innovative Adaptive Private Networking (APN) technology for WANs combined with Versatile’s more than 20 years of delivering best-in-class IT solutions to customers

makes for a great partnership. We look forward to the next stage of our relationship with Talari and increasing sales of the Talari product line.”

To learn more about Talari SMART Partner Program, visit <http://www.talari.com/partners/talari-partner-program.php>.

About Talari Networks

Talari, the leading provider of Software Defined WAN (SD-WAN) solutions is changing the way companies think about, create and manage their WAN by giving the network brainwidth. Only Talari’s THINKING WAN proactively manages capacity, reliability and performance, packet by packet—to keep critical applications running, reduce costs, and liberate IT to innovate new ways for the company to be brilliant. To learn more about Talari, visit www.talari.com

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