



## 2017 PARTNER SALES INCENTIVE



The Talari Partner Sales Incentive has been approved and registration begins 8/1/2017. As a reminder, our program is designed to empower participating partners with the resources and support they need to realize sizable revenue opportunities selling Talari solutions. As the SD-WAN market continues to mature so does our partner program.

Please review our Partner Sales Incentive via [Channeltivity](#).

For any questions related to any information in this program guide, please contact us at [partners@talari.com](mailto:partners@talari.com).

Above all, Talari wants to help you excel and profit from rapidly expanding markets for SD-WAN solutions.

[REGISTER](#)

## CHANNELTIVITY HAS LAUNCHED



### Networking and UC channel starting to line up behind SD-WAN

The opportunity for SD-WAN is appealing to more than one type of partner according to the experiences of Talari Networks [Read More](#).

**XChange 2017**

August 13 - 15 | Orlando, FL



### Upcoming Channel Events

#### [Xchange Event](#)

Date: August 13, 2017 to August 15, 2017

Location: Kissimmee, Florida  
Booth #230

#### [Channel Partners Evolution](#)

Date: September 25 to September 28, 2017

Location: Austin, Texas



# Channeltivity®

CHANNEL MANAGEMENT MADE EASY.

We are excited to announce the launch of our new partner portal. Our goal is to provide our partners with the tools they need to be successful and a great partner experience. The new Talari portal will provide:

- Online partner resource library
- Deal Registration
- Lead Distribution
- Marketing
- Streamlined processes
- Joint Business Planning

To make the transition smooth, you will receive an email with an invite to the new portal. The email will include a unique URL that will allow you to create your user profile, username and password. Once you have completed these easy steps you will have access to the new Talari partner portal.

For help and troubleshooting please refer to the Channeltivity User Guide located [here](#).

Talari Partners can also request access to our Channeltivity Portal via the link below.

[REQUEST ACCESS](#)

## TECH DATA



**The Difference in Distribution™**



## Join Us at Open Networking User Group 2017

**Date:** Oct 17 & 18

**Location:** New York City

[Click Here for More](#)



## Partner Sales Tool

Talari offers businesses a trusted SD-WAN solution by bringing intelligence to the network that increases capacity, improves reliability, enhances application quality and lowers costs. [Learn More](#)

Last month, Talari announced a distribution partnership with [Technology Solutions](#), formerly a division of Avnet, and now part of [Tech Data Corporation](#), that will significantly expand Talari's market reach into enterprise networking and cloud services by leveraging Tech Data's broad ecosystem of value-added managed services providers, systems integrators and virtualization experts.

As our sole distributor in North America, Technology Solutions brings business value including:

- Operational expertise
- Partner community leverage
- Incremental end user access and breadth
- Financial leverage
- Verticals expertise
- Marketing expertise and execution
- A focus on partner growth and enablement

[LEARN MORE](#)

Talari quote request can be sent to [Talari@TechData.com](mailto:Talari@TechData.com)

Please reach out to either Anne McConnell, Tech Data Supplier Business Executive or Casey Boller, Inside Business Development Executive for more information.

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