INOCYBE
TECHNOLOGIES

Inocybe's Partner Ecosystem:
The Path to Production-Ready ODL-based Solutions

Inocybe Technologies works with partners in a win-win relationship to develop, integrate and support OpenDaylight-based solutions that are built using Inocybe's Open Networking Platform.

Why Partner with Inocybe?

Increase Revenues
Team up with Inocybe to gain access to new deals, new markets and customers.
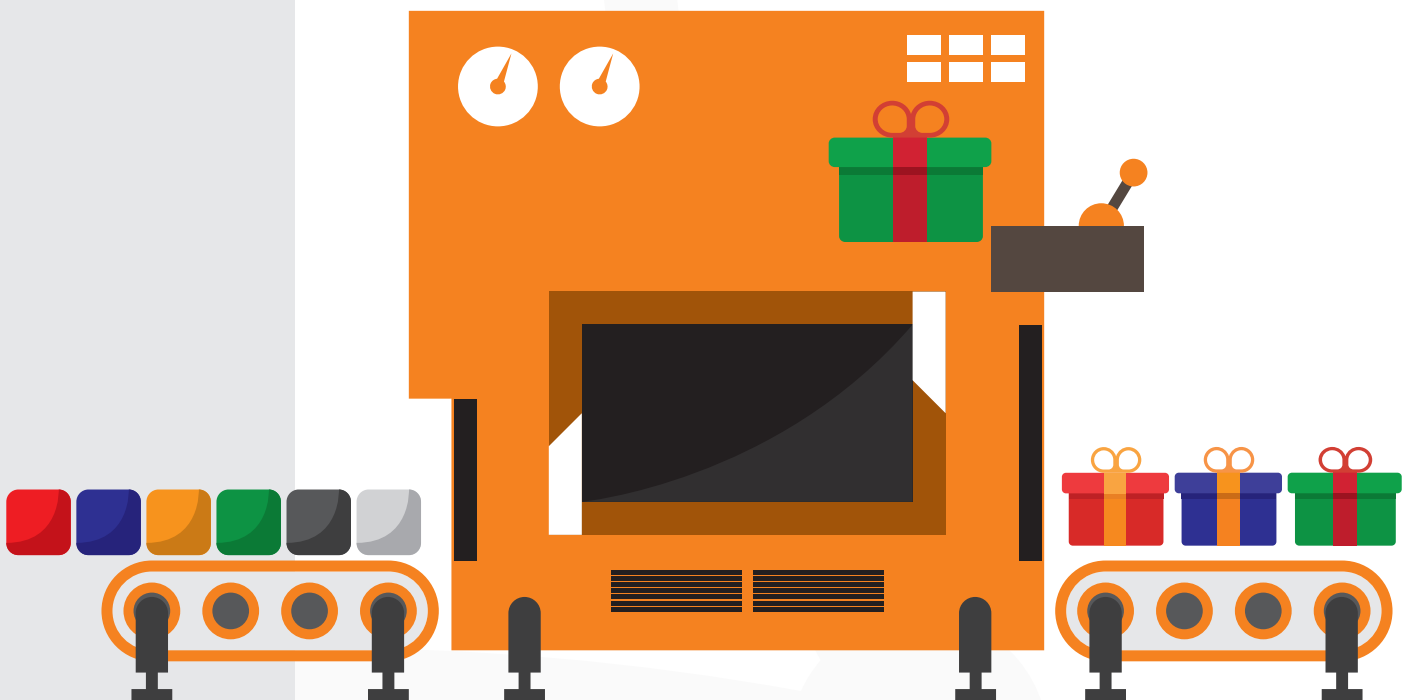
Improve Customer Retention
Educate customers and build your OpenDaylight ecosystem funnel. Expedite your path to building production-ready OpenDaylight-based solutions, rather than Proof of Concept (PoC) code, with Inocybe's platform to ensure your customers succeed.

Reduce Development and Deployment Costs
Tap into Inocybe's OpenDaylight expertise and ODL community knowledge to streamline and improve how you design and deploy OpenDaylight-based solutions.

Light up your Network in Two Steps

1 Fill out an application form on www.inocybe.com/partner.

2 We provide all of the software, tools and support you will need to develop production-ready OpenDaylight-based solutions.

Basic Plan

The Basic partnership level enables you to grow your open source software defined networking knowledge and practice, while building non-production OpenDaylight-based solutions from a solid foundation with Inocybe's Open Networking Platform. At this level, partners have access to a variety of documentation, tools, and software.

Premium Partner Plan

The Premium level is for partners that aspire to have a strategic relationship with Inocybe. Premium partners are planning to bring OpenDaylight-based solutions to their customers and have an ongoing commitment to open source solutions. Complementary to the premium partners' commitment to open source solutions, Inocybe provides access to additional resources designed to assist partners in building production-ready open source solutions and revenue. These partners provide the highest contribution to Inocybe's partner ecosystem, and have the highest level of visibility at Inocybe and in the marketplace.

Basic Plan	Premium Partner Plan
Perfect for OpenDaylight internal development, training and customer education.	Perfect for rolling out production quality, commercial-grade OpenDaylight deployments for your customer.
•Non-production (playground) access to our Open Networking Platform •Access to Inocybe "Getting Started with OpenDaylight" documentation, tools and test kits for self-validation.	•Pre-production access to our Open Networking Platform •Live chat (Intercom) support for integration, SDK questions, etc. •Eligible for Participation in Partner Upstream Advisory Board •Early access to Inocybe's version roadmaps and previews.
Support	
Community Support	8x5 via Live Chat
Cost	
Free	$15,000 per year
Train and Build OpenDaylight Expertise	
OpenDaylight Fundamentals - $995 per seat	Free for C-level Executives & 20% discount for up to 5 employees for the subscription year
OpenDaylight Bootcamp - $1,995 per seat	20% discount for up to 5 employees for the subscription year
NETCONG & YANG - $3,195 per seat	25% discount for up to 5 employees for the subscription year

"With OpenDaylight at the cornerstone of SDN deployments around the world, it has become critical to ensure OpenDaylight software is managed and deployed as production-ready code. We look forward to leveraging Inocybe's platform for ODL to accelerate the path to our production quality, commercial-grade deployments."

Bill Barry, EVP Strategy at Serro

"We are excited to be part of the initial onboarding for Inocybe's partner program. The opportunity to leverage Inocybe's SaaS Open Networking Platform will allow our development teams to focus on application development enabling automated operations. Given the toolkit approach to ODL, the partner CI/CD environment will accelerate our ability to provide solutions to our customers."

Chris Wade, Co-Founder and CTO at Itential

Inocybe: the industry's most trusted ODL Partner

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T E C H N O L O G I E S
www.inocybe.com
1.888.445.7505