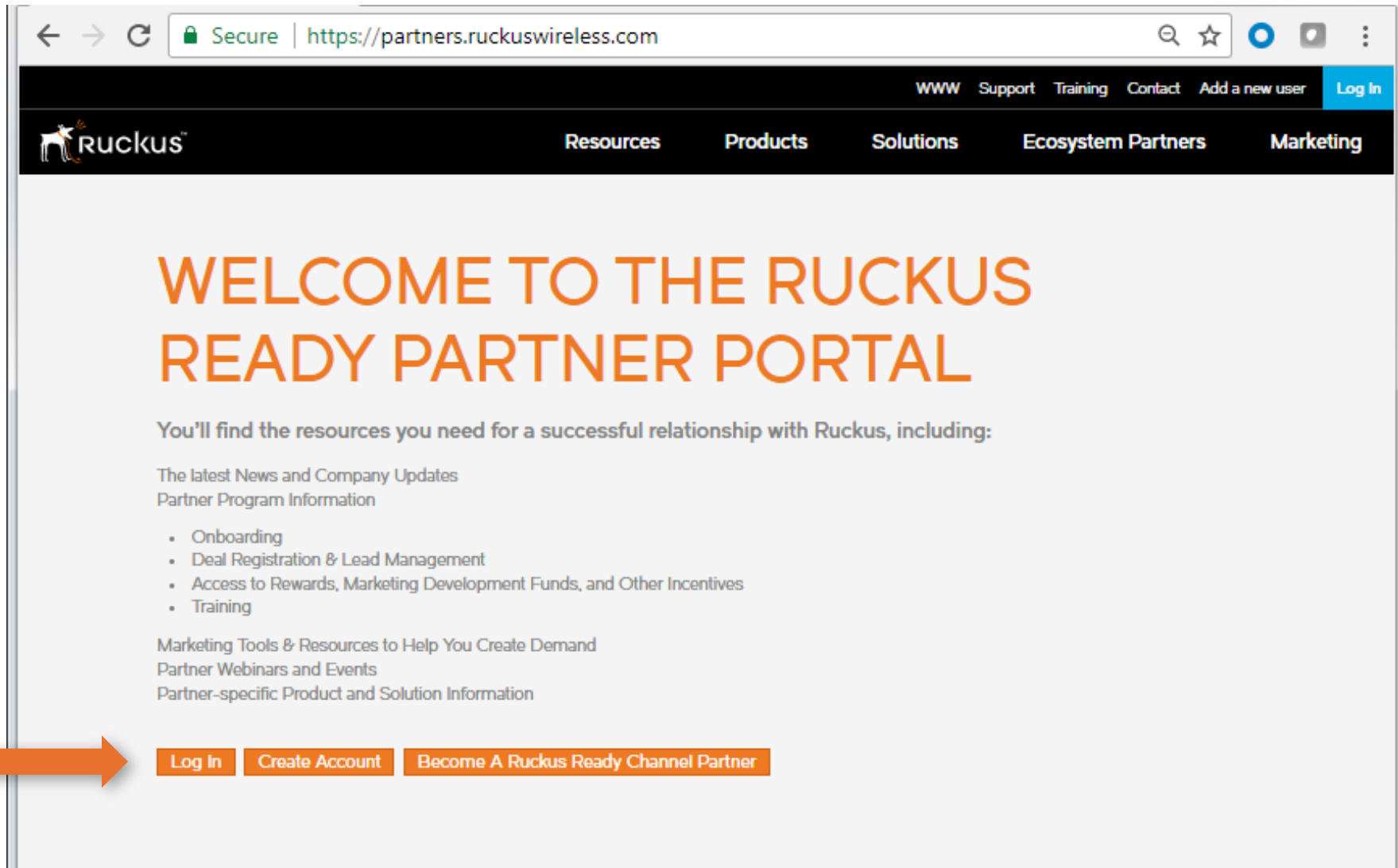


Portal Navigation



Partner Training
FY18



Secure | https://partners.ruckuswireless.com

WWW Support Training Contact Add a new user **Log In**

Ruckus™ Resources Products Solutions Ecosystem Partners Marketing

WELCOME TO THE RUCKUS READY PARTNER PORTAL

You'll find the resources you need for a successful relationship with Ruckus, including:

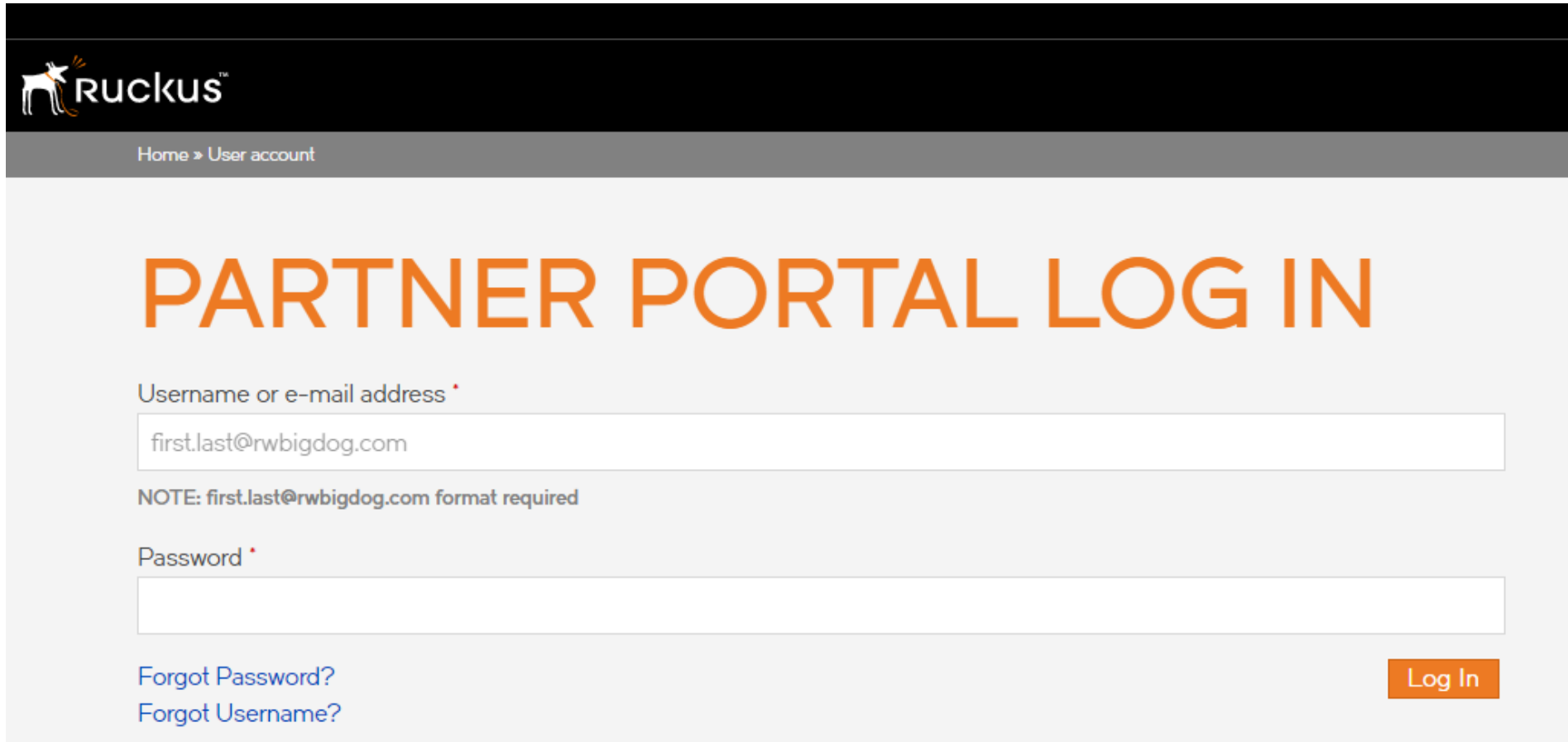
The latest News and Company Updates
Partner Program Information

- Onboarding
- Deal Registration & Lead Management
- Access to Rewards, Marketing Development Funds, and Other Incentives
- Training


Marketing Tools & Resources to Help You Create Demand
Partner Webinars and Events
Partner-specific Product and Solution Information

Log In **Create Account** **Become A Ruckus Ready Channel Partner**

Login to the Ruckus Partner Portal to get familiar with the tools and resources by going to partners.ruckuswireless.com and clicking “Log In” either at the top right corner or the “Log In” box on the page



The screenshot shows the Ruckus Partner Portal Log In page. At the top left is the Ruckus logo. Below it is a breadcrumb trail: Home » User account. The main heading is "PARTNER PORTAL LOG IN" in large orange letters. Below the heading is a form with two input fields. The first field is labeled "Username or e-mail address" and contains the text "first.last@rwbigdog.com". Below this field is a note: "NOTE: first.last@rwbigdog.com format required". The second field is labeled "Password" and is empty. At the bottom left of the form are two links: "Forgot Password?" and "Forgot Username?". At the bottom right is an orange "Log In" button.

 Ruckus™

Home » User account

PARTNER PORTAL LOG IN

Username or e-mail address *

NOTE: first.last@rwbigdog.com format required

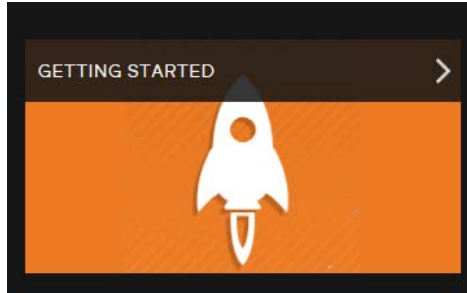
Password *

[Forgot Password?](#) [Forgot Username?](#) [Log In](#)

Welcome Page



This is your home page where you will find the various tools and resources available



LET'S GET STARTED!

This section provides a checklist to guide you through the requirements of being a Ruckus Ready channel partner.

Foundation

CHECKLIST	DISTRIBUTOR	ELITE	SELECT	EXPECTED COMPLETION*
Accept Online Partner Agreement	x	x	x	Day 1
Sales Interview	-	x	x	15 days
Sign Partner Contract	x	x	-	30 days
Get familiar with the Partner Program Overview	-	x	x	30 days
Enroll in the Rewards program via the Incentives Center	-	x	x	30 days
Confirm access to Marketing Development Funds program via the Incentives Center	x	x	-	30 days
Develop Annual Business Plan	x	x	-	30 days
Purchase Demo Kit	x	x	x	60 days
Complete Technical Certifications and Accreditations	x	x	x	60 days
Complete Sales Accreditations	x	x	x	60 days
Register your first deal	x	x	x	60 days
Get setup with POS - We will contact you directly when it is time to begin live process	x	DUNS only	-	60 days
Quarterly Business Review	x	x	-	90 days

* Expected completion time is from the date your application is approved as a Ruckus Ready channel partner

Training Requirements

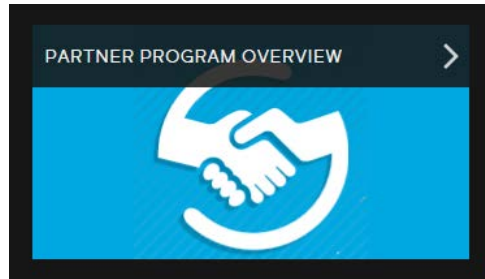
	WIRED		
	Technical Certification	Technical SE Pre-Sales Accreditation	Sales Accreditation
Partner Level	Ruckus ICX Implementation (ICX 250)	Wired SE Pre-Sales	Wired Portfolio Sales
Distributor	-	2	2
Elite	2	2	2
Select	1	1	1

Number of individuals required - one individual can satisfy multiple requirements

	WIREFLESS			
	Technical Accreditation	Technical Certification	Technical SE Pre-Sales Accreditation	Sales Accreditation
Partner Level	WiSE 2017	Industry Cert. Certified Wireless Network Administrator (CWNA)	Wireless SE Pre-Sales	Wireless Portfolio Sales

Click on "Getting Started" to review the onboarding checklist and training requirements

Partner Program Overview



WWW Support Training Contact Add a new user Log In

Resources Products Solutions Ecosystem Partners Marketing

RUCKUS READY CHANNEL PROGRAM OVERVIEW

Your company will automatically be transitioned to the Ruckus Ready Partner Program if you currently sell Ruckus wired (ICX) and/or wireless solutions and you have been a member of either the Brocade Partner Network or the Ruckus Big Dogs Partner Program.

The Ruckus Ready partner program supports our partners by making a shared investment in developing knowledge-rich practices that address evolving technology trends and changing customer needs. Ruckus offers a complete set of enablement programs and resources that help our partners grow their businesses and improve their bottom line. The program includes two levels of partnership, Elite and Select, as well as a designation for Distribution partners. Each of these levels features specific requirements and benefits that help our partners achieve their goals by increasing their networking, services, and market expertise.

Partners are responsible for meeting specific program requirements based on their level of participation, and receive tiered benefits based on those requirements and levels of participation.

Learn more about benefits and requirements of being a Ruckus Ready channel partner:

- [Program Benefits](#)
- [Program Requirements](#)
- [Training Requirements](#)

Ruckus Ready Partner Program Brochure

[Read Now](#)

Resources

FAQs

[Ruckus Ready FAQs](#)

Incentives and Other Benefits

Ruckus IP Networking Deal Registration Program	Ruckus Marketing Development Fund (Distributor)	Ruckus Marketing Development Fund	Ruckus MDF Program Guidelines
Ruckus Rewards Program Overview	Ruckus Value Incentive Program	Ruckus Demo Equipment Program (Distributor)	Ruckus Demo Equipment Program

Participation Guidelines

Ruckus Ready Partner Program Overview	Ruckus Participation Guidelines (Distributor)	Ruckus Participation Guidelines (Select)	Ruckus Participation Guidelines (Elite)
---	---	--	---

Training

MDF Partner Training Guide	Ruckus Ready Partner Program Training	Ruckus Ready Partner Program Education Requirements Guide
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Click on the "Partner Program Overview" to learn more about the benefits and requirements of being a Ruckus Ready Channel Partner

Partner Central



Developer Console Logout

Logged in as Ryan



Home Leads Opportunities Renewals Dashboard

Welcome, Ryan

Ryan
[My Company Profile](#)
[My Profile](#)

Channel Manager
[Brian Wichinski](#)

Recent Items

- [testfed2 testfed2](#)
- [testfed1 testfed1](#)
- [test11192017](#)
- [test11192017](#)
- [DR4 Test](#)
- [DR6Erate Test](#)
- [DR5Fed Test](#)
- [DR1 Test](#)

Search

Search All

Go!

[Advanced Search...](#)

Deal Dashboard

[Deal Dashboard](#)

My Tasks

You have no open tasks scheduled for this period.

Categories

- New Partner Portal
- Deal Registration
- Ruckus Incentives Center

Ruckus Cloud Referrals

INC's Ruckus Cloud WiFi Referral Link: <https://cloudsupport.ruckuswireless.com/cloud/try?campaignid=1004636>

Your Personalized Ruckus Cloud WiFi Referral Link: <https://cloudsupport.ruckuswireless.com/cloud/try?campaignid=1004636-0000134401>

You haven't referred anybody yet for Ruckus Cloud WiFi Trial!!!

You are about to access Ruckus proprietary information. You must follow all Ruckus policies regarding your use, copying or distribution of any part of this information.

PARTNER CENTRAL



Click on "Partner Central" to submit deal registrations, review your company profile and check your company's compliance against the program education requirements as well as access the Incentives Center

Renewals Management



ruckus wireless partners

Home | Opportunities | Renewals Dashboard

Welcome, Carla Koch!

Look What's Happening!

Wired/Campus Renewals will start to be available on the portal on 12/1/2017. If you need help or have any questions, please contact renewals@ruckuswireless.com, or call 1-855-782-5871, Option #2.

Views : Opportunities

Renewal Oppty Expiring in 45 Days

Action	Opportunity	Account	Quote Amount	Proposal Expiration Date -	Owner First Name	Owner Last Name
Edit Del	2016-Cincinnati Metro Housing Authority	Cincinnati Metro Housing Authority	\$5,188.55	12/31/2016	Roopesh	Monan
Edit Del	2015-Q4-AMER-East-Siber Bay YMCA	Siber Bay YMCA	\$1,099.25	12/31/2016	Vjay	Iyengar
Edit Del	2016-Q4-AMER-East-FEED PROJECTS	FEED PROJECTS	\$72.89	12/31/2016	Vjay	Iyengar
Edit Del	2016-Q4-AMER-West-Bez Carter SE	Bez Carter SE	\$466.61	12/31/2016	Punth	Kodamana
Edit Del	2016-Q4-AMER-East-IMS TECHNGLOSITY SER	IMS AUDIO VISUAL	\$342.40	12/31/2016	Vjay	Iyengar
Edit Del	2016-Q4-AMER-West-BAMADA INN TORRAN...	BAMADA INN TORRANCE	\$211.20	12/31/2016	Punth	Kodamana
Edit Del	2016-Q4-AMER-East-AGC Solutions	AGC Solutions	\$416.00	12/31/2016	Vjay	Iyengar
Edit Del	2016-Q4-AMER-West-LAN Crew Colorado	LAN Crew Colorado	\$24.33	12/31/2016	Roopesh	Monan
Edit Del	2016-Q4-AMER-East-DIGITAL EXPERIENCE...	DIGITAL EXPERIENCE COMTECH INTERN...	\$379.10	12/31/2016	Vjay	Iyengar
Edit Del	2016-Q4-AMER-East-CENTER FOR SAFETY...	CENTER FOR SAFETY AND CHANGE	\$147.84	12/31/2016	Vjay	Iyengar

1-10 of 1752

Open Opportunities - This Quarter

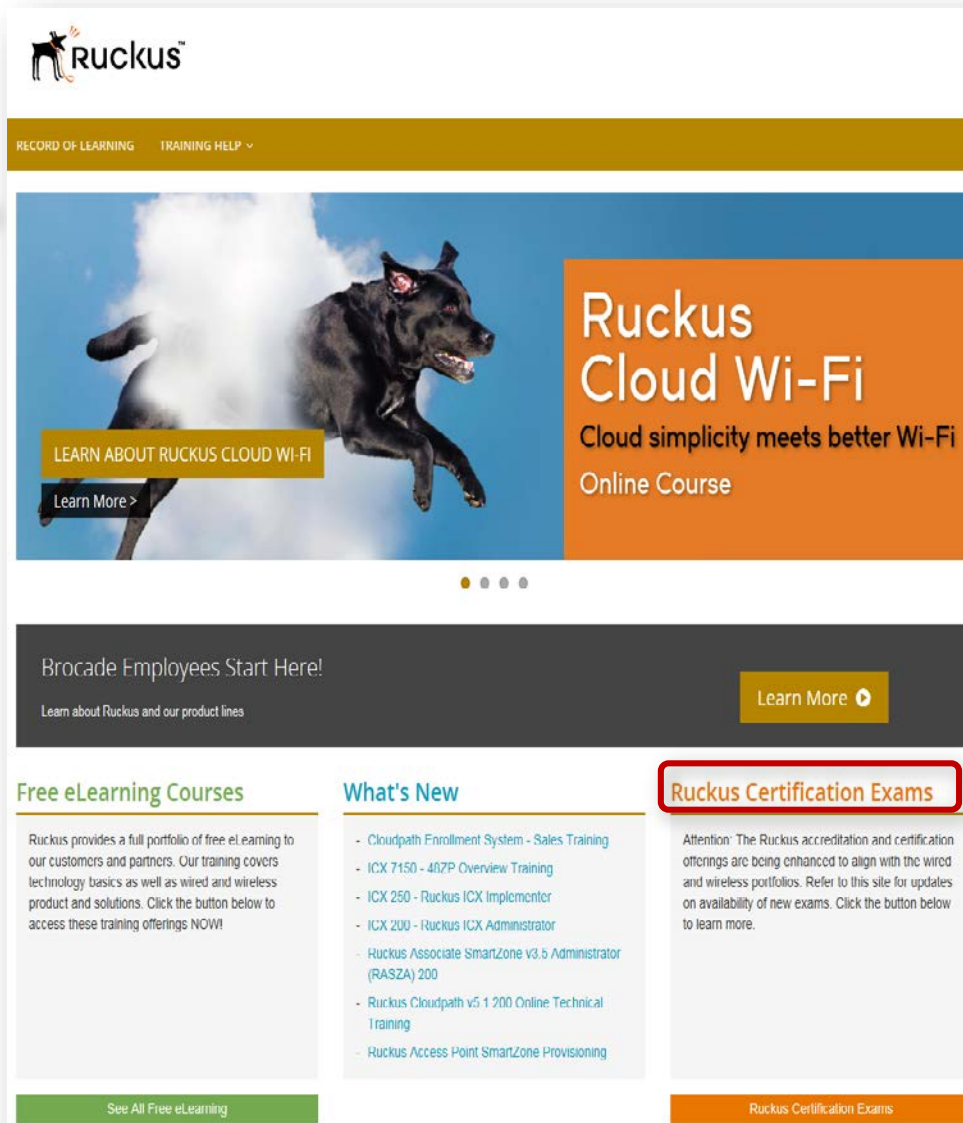
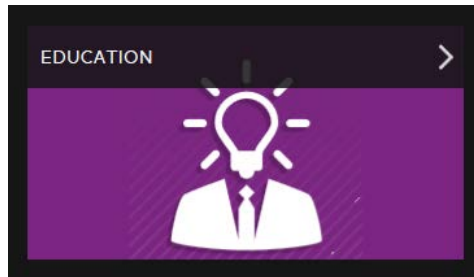
Opportunity	Primary Distributor Account	Primary Partner Account	Primary End User Account	Close Date	Stage	Total Dist Price
2017-Q4-AMER-West-Chuka Technologies, Inc.	Chuka Technologies, Inc.	NMA Systems, LLC	NMA Systems, LLC	10/10/2017	75% - Quoted	\$883.28
2017-Q4-LOEWS CHICAGO DOWNTOWN	Loews Hotels Chicago Downtown	AT&T Wi-Fi Engineering AWS AUSTIN	LOEWS CHICAGO DOWNTOWN	10/30/2017	75% - Quoted	\$1,200.00
2017-Q4-AMER-East-Egg Harbor Township School District	Egg Harbor Township School District	The Breaker Group, Inc.	Egg Harbor Township School District	10/31/2017	75% - Quoted	\$3,087.12
2017-Q4-AMER-Midwest-LEGACY MANUFACTURING COMPANY	Legacy Manufacturing Company	BertramIDV	LEGACY MANUFACTURING COMPANY	10/31/2017	75% - Quoted	\$2,463.20
2017-Q4-AMER-EAST Actiso	Actiso	Hyriad Supply Co. Hyriad Tech Solutions	Actiso	10/31/2017	75% - Quoted	\$304.00
2017-Q4-AMER-Midwest-Innovative Injection Technology	Innovative Injection Technology	BertramIDV	Innovative Injection Technology	10/31/2017	75% - Quoted	\$147.84
2017-Q4-AMER-Midwest-Pioneer Telephone Cooperative, Inc.	Pioneer Telephone Cooperative, Inc.	Pioneer Telephone Cooperative, Inc.	Pioneer Telephone Cooperative, Inc.	10/31/2017	75% - Quoted	\$4,434.32
2017-Q4-AMER-Midwest-HAPPY HOLLOW CLUB	Happy Hollow Club	Harland Technology Services DBA Scanton Corporation	HAPPY HOLLOW CLUB	10/31/2017	75% - Quoted	\$28.75
2017-Q4-AMER-Midwest-Immerspace Studios	Immerspace Studios	Harland Technology Services DBA Scanton Corporation	Immerspace Studios	10/31/2017	75% - Quoted	\$39.98
2017-Q4-AMER-EAST-Le Laboratoire	Le Laboratoire	Zones, Inc	Le Laboratoire	10/31/2017	75% - Quoted	\$432.00

Page - 1

Closed Opportunities - This Quarter

Opportunity	Primary Distributor Account	Primary Partner Account	Primary End User Account	Close Date	Stage	Total Dist Price
2017-Q3-AMER-North America-CTG Brands	CTG Brands	Ahearn & Soper Inc.	CTG Brands	10/2/2017	Closed Won - Fulfilled	\$559.20
2017-Q1-AMER-East-YACATION VILLAGE THE COLONIES	YACATION VILLAGE THE COLONIES	Hotel Kiosks Inc. Hotel Internet Services	YACATION VILLAGE THE COLONIES	10/2/2017	Closed Won - Fulfilled	\$1,003.20
2017-Q4-AMER-west-Warren Walker School	Warren Walker School	Teldata Enterprise Networks WEST COAST CABLING, INC.	Warren Walker School	10/2/2017	Closed Won - Fulfilled	\$492.80
2017-Q4-AMER-Johnson & Johnson, Jabs	Johnson & Johnson, Jabs	Teldata Enterprise Networks WEST COAST CABLING, INC.	Johnson & Johnson, Jabs	10/2/2017	Closed Won - Fulfilled	\$597.52
2017-Q4-AMER-City of McDonough	City of McDonough	Smart Wave Technologies LLC	City of McDonough	10/2/2017	Closed Won - Fulfilled	\$271.04
Q4-2017-AMER-Christ the King Catholic School	Christ the King Catholic School	Stalder Technologies	Christ the King Catholic School	10/2/2017	Closed Won - Fulfilled	\$1,279.52
2017-Q3-AMER-North America-CTG Brands	CTG Brands	Ahearn & Soper Inc.	CTG Brands	10/2/2017	Closed Won - Fulfilled	\$399.20
2017-Q4-AMER-EAST-TIOGA Downs	TIOGA Downs	Judge Audio Visual Solutions, Inc.	TIOGA DOWNS	10/2/2017	Closed Won - Fulfilled	\$365.65
2017-Q4-AMER-West-Artisense Therapeutics	Artisense Therapeutics	Teldata Enterprise Networks WEST COAST CABLING, INC.	Artisense Therapeutics	10/2/2017	Closed Won - Fulfilled	\$135.55

Click on the "Renewals Management" to access the renewals dashboard. Permission is required for first-time users. For access, please contact



Ruckus Accreditation and Certifications

The Ruckus accreditation and certification offerings are being enhanced to include wired and wireless portfolios. Refer to this site for updates on availability of new offerings.

Partner Sales and SE Pre-Sales Training

WiSE 2017 Curriculum - Accreditation

This curriculum contains the following courses and accreditation exams:

- CPA 200 - Ruckus Cloudpath Security and Policy Platform Management
- RASZA 200 - Ruckus Associate SmartZone Administrator
- Cloudpath 5.1 SE and Partner Assessment - Accreditation Exam
- SmartZone SE and Partner Assessment - Accreditation Exam

To receive credit for this curriculum, the student must complete both courses and pass the accreditation exam with passing scores.

Register for the WiSE 2017 Curriculum [here](#).

Wired Portfolio Sales Training - Accreditation

This course is designed for Ruckus sales personnel, system engineers, VARs, and Ruckus Partners desiring a high-level understanding of all Ruckus products.

Take eLearning and Exam [here](#).

Wired Portfolio Sales Engineer Pre-Sales Training - Accreditation

This course is designed for all Ruckus and Partner Sales Engineers desiring a high-level understanding of all Ruckus products.

Take eLearning and Exam [here](#).

Wireless Portfolio Sales Training - Accreditation

This course is designed for Ruckus sales personnel, system engineers, VARs, and Ruckus Partners desiring a high-level understanding of all Ruckus products.

Take eLearning and Exam [here](#).

Wireless Portfolio Sales Engineer Pre-Sales Training - Accreditation

This course is designed for all Ruckus and Partner Sales Engineers desiring a high-level understanding of all Ruckus products.

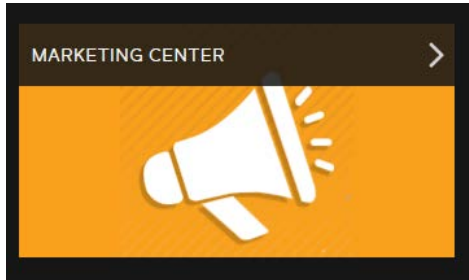
Take eLearning and Exam [here](#).

Technical Certification and Accreditations

Ruckus Associate ICX Implementer (RAII) - Certification

This course is designed for a general audience including but not limited to Ruckus sales personnel, system engineers, network managers, support personnel, and company employees desiring a high-level understanding of all Ruckus products.

Click on the "Education" to take the accreditations required in the Ruckus Ready Channel Program



MARKETING CENTER

Welcome to the Partner Marketing Center

Build Awareness and Create Demand

The Partner Marketing Center is your source for resources to help you create awareness for Ruckus solutions, build pipeline and accelerate sales. Here you'll find customizable content and assets, tools to support your marketing efforts and tips for creating the most effective marketing programs and campaigns.

Artwork

Need a Partner-tier logo, a Ruckus product image or corporate logo? [You'll find them here.](#)

Demand Generation

Ready to launch a campaign to promote Ruckus solutions? We've created [packaged campaign assets](#) categorized by solution focus and language (where applicable). Campaigns typically include the following:

- customizable eDM (email) templates
- web banners
- call-to-action assets (e.g., whitepaper, infographic, link to video, etc.)

Promotions

Looking for special deals or promotions to help you accelerate a sale? [Check here](#) for the current Ruckus solution promotions available in your region.

eStore

Want Ruckus branded items to support a marketing activity? Or maybe you want something for yourself? You can order Ruckus shirts, hats, pens and even Ruckus dogs at [our online store!](#)

Submit a Case Study

Do you have a customer that would be a great Ruckus Wireless case study? Let's tell the story of how together, Ruckus and our partners are able to satisfy our customer's needs and help them accomplish their goals. [Go here](#) to submit your success story.

Tips & Tools

Interested in learning about marketing best practices? Wondering what other tools Ruckus has available to help you deliver more effective marketing? [This is the place to go.](#)

For questions, please contact
ruckuschannel@arris.com

