

## Why Jenne? We Offer Services and Programs that Matter!

### About Jenne, Inc.:

Jenne, Inc. is a leading value-added distributor of technology products and solutions focusing on unified communications and collaboration, networking infrastructure and storage, video conferencing, physical security, the Internet of Things (IOT), and the cloud, including equipment and software for the Enterprise and SMB markets. Jenne is committed to providing value-added resellers, integrators and service providers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support and ongoing sales and technical training. As a Value-Added Distributor (VAD) of Extreme Networks since 2008, Jenne offers Extreme Value-Added Resellers (VARs):

Jenne has been recognized several times over the years by Extreme Networks for our efforts and dedication to supporting Extreme partners, including most recently as their **2017 Americas Distributor of the Year**.

### Enablement

- A customized on-boarding support program for Extreme Networks Value-Added Resellers (VARs) to get their business up and running.
- The ability for VARs to open an account with no fees.
- 100% US-based sales and support team.

### First Class Support

- Deal registration.
- Flexible financing programs.
- Extreme Networks Portal.
- Design and configuration.
- Wireless predictive surveys.
- Jenne's K-12 Elite Partner Program.

### Operational Excellence

- Inventory proactively purchased to meet a VAR's installation timelines.
- Customized packing lists that include the VAR's logo.
- Custom-built processes and tools to support our partners with industry leading response times.
- Service contract renewal portal to ensure revenue opportunities are captured.
- An order accuracy rate of 99.98 percent and on-time shipment rate of 99.89 percent.
- Multiple financing options, including 120\* day terms.

\*Terms and conditions may apply.

### Dedicated Resources

Each partner is assigned their very own Jenne team.

**Business Development Managers and Specialists** - keep partners up to date with the latest/greatest product releases and promotions from Extreme and Jenne.

**Product Manager** - helps partners stay up to date on product availability and inventory.

**Account Specialists** - provide hardware and renewal quotes, along with processing and tracking of orders.

**Design and Technical Specialists** - help partners with technical design and configurations for Bill of Materials.

**Marketing Specialists** - help partners with marketing and promoting their company brand.



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