



# A Trusted Partnership to Make Networking Effortless

Jenne is Your Cloud Services Brokerage  
and Value-Added Distribution Partner for  
Extreme Networks

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Position yourself to deliver the most innovative and agile connectivity to your customer networks, on premise and as a service—and leverage an award-winning partnership that spans over a decade.

# Why Jenne for Extreme Networks?

**Jenne is your leading Value-Added Distribution Partner for Extreme Networks—recognized as their Americas Distributor of the Year multiple times over the past 10+ years!**

Having closely partnered with Extreme Networks since 2008, Jenne is uniquely positioned with over a decade of working knowledge and experience to help Value-Added Resellers (VARs) deliver state-of-the-art cloud and software-driven network connectivity for your customers—while achieving superior bottom-line results.

With Jenne and Extreme you'll also leverage the advantage of comprehensive on-boarding support programs, on-going product training from certified professionals, world-class online tools and resources, unrivalled operational excellence, and a dedicated support staff **for everything Extreme**—from the quoting process, to installation and troubleshooting.

## Partner-First Enablement

- Customized partner on-boarding programs ensure our business relationship is positioned for success
- Ability for VARs to open an account with no fees
- 100% US-based, certified sales and support team to assist partners with all things Extreme
- Jenne is an Authorized Training Partner for Extreme Networks and offers technical certification courses
- On-staff solution engineers provide assistance for design support and complimentary predictive wireless surveys
- Each Jenne/Extreme partner is assigned a dedicated account specialist as a single point of contact

## Unrivalled 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% and on-time shipment rate of 99.89%
- Multiple financing options, including 60\* day terms

\*Terms and conditions may apply.

## Awards and Recognition

With the highest year-over-year revenue and percentage Cloud growth of any Extreme Networks distributor—Jenne has been recognized as the Extreme Networks Americas Distributor of the Year multiple times over the past decade.

- ★ 2022 — Distributor of the Year: Americas
- ★ 2021 — Distributor of the Year: Authorized Growth Award
- ★ 2020 — Distributor of the Year Award
- ★ 2019 — Distributor of the Year Award
- ★ 2018 — Diamond Distribution Partner Award
- ★ 2018 — Distribution: Driving New Recurring Revenue Award
- ★ 2017 — Distributor of the Year Award
- ★ 2016 — Diamond Distribution Partner Award



# Jenne Partner Benefits and Values for Extreme Networks



## First Class Support

Jenne offers key programs, services, and resources that add exceptional value to our partners enhancing your sales efforts and providing a more comprehensive support network for success.

- Dedicated Business Development contact for all things Extreme
- Extreme Networks Microsite
- Wireless predictive surveys
- Design and configuration
- Flexible financing programs with DLL extended payment terms
- Extreme Networks Portal
- Deal registration
- Staging and provisioning services



## Jenne Rapid Quote for Extreme Networks

Lightning-fast quote delivery has never been simpler! Within minutes of receiving an authorized Extreme DA—Jenne Rapid Quote automates the process, generates a quote, and sends it directly to the requesting partner.

- Jenne automated quote service is available 24/7
- Quote delivery within minutes
- Speed up the quoting process and avoid common errors on any Extreme pricing requests
- Dedicated Jenne sales representative contact is available to assist



## Authorized OMNIA Partners Contract

Jenne is an authorized partner with OMNIA Partners, formerly NCPA. Approved Jenne partners are able to leverage Jenne's contract with OMNIA Partners to quote and win business from non-profit and public agencies for Jenne's **entire portfolio** of Extreme premise and cloud technology solutions

- Avoid a lengthy bid process, reduce costs and streamline procurement of products
- School Districts (including K-12, Charter schools, and Private K-12)
- Higher Education (Universities, Community Colleges, Private Colleges, Technical Vocational)
- Cities, Counties, and any Local Government
- Federal and State Agencies
- Healthcare Organizations
- Churches/Religious Facilities



## Design & Technical Support Expertise

We aid partners on the technical design side and help with configurations for every Bill of Materials.

- Jenne | Extreme Design Center self service tool
- BOM configuration for every opportunity
- Remote wireless survey capabilities
- Pre-sales technical assistance
- Training and live demonstrations

# Jenne's Extreme Networks Support Team

Jenne's high touch, fast response model distinguishes us from the competition. Our reps are highly trained and certified—with on-going training throughout each year to maintain critical insight on the advancements in the Extreme Networks product catalog. Our goal is to establish a deep working relationship with your team—to ensure you and your customers' needs are met, critical technical knowledge is shared, and sales goals are achieved.

## Account Specialists

We provide hardware and renewal quotes, while assisting you with the processing and tracking of orders.

## Field Sales Specialists

We work with partners to contribute to their business plan development and execution helping them to be more successful.

## Business Development Managers and Specialists

We ensure our partners remain current with the latest product releases and promotions from Extreme and Jenne.

## Design and Technical Specialists

We aid partners on the technical design side and help with configurations for every Bill of Materials.

## Marketing Specialists

Need to get the word out? We help partners with key marketing initiatives and help promote your company brand.

## Product Managers

We manage stock and are always ready to help partners stay current on product availability and inventory.



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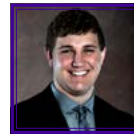
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As a Value-Added Distributor, Jenne continually strives for new ways to satisfy our customers and surpass their expectations. Have questions about Jenne and Extreme Networks products or services? Contact us today!

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Extreme Networks Sales Support: [extreme@jenne.com](mailto:extreme@jenne.com)

**Become an Extreme Networks Partner**