

## Meru Networks Channel Partner Program UK & Ireland January 2010

### What's required and where to find it

#### The Basics – applying to be a partner, and accessing the partner portal

- **NEW PARTNERS** must register with Meru Networks and accept the reseller terms and conditions – apply here <http://partners.merunetworks.com/apps/f?p=100:31:4468487247533420>
- You will then be contacted by Meru Networks to discuss your application
- Current partners who have NOT accepted the reseller terms & conditions must reapply as above.
- Employees at current partners who have accepted the reseller terms & conditions may access our new partner portal in the usual way using their username and password at the following web link <http://partners.merunetworks.com/apps/f?p=1:1:>
- Employees at current partners who do not have a current login to the Meru Partner Portal may “activate their partner portal account” at the following web link. You will need your authorization code by emailing [mhowell@merunetworks.com](mailto:mhowell@merunetworks.com) or contacting your primary vendor contact within your company who should have a copy of it. <http://partners.merunetworks.com/apps/f?p=1:6:1346876615228401::NO:RP::>

#### The Partner Program levels.

##### Goal:

Deliver a world-wide, “best in class” Partner Program, that delivers an unparalleled experience to our mutual end user customers in the wireless market.

There are 3 Reseller Partnership levels:

- Authorized Partner
- Pinnacle
- Pinnacle Plus

The logos are available on the partner portal in the “Image Library” at <http://partners.merunetworks.com/apps/f?p=1:10:1307485446149846:::PGID:43>

**Unauthorised use of any of Meru’s logos without prior approval is forbidden**

#### Authorized Partner

The Authorized Partner level requires 2 individuals to have taken and passed Meru Certification courses. This level requires 1 Sales Qualification and 1 Pre-sales technical qualification.

The sales qualification is the Meru **WIRELESS SALES SPECIALIST (WSS)**. This course is an **ONLINE COURSE** available on the “Meru University” section of the Partner Portal, direct link here <http://partners.merunetworks.com/apps/f?p=1:10:1307485446149846:::PGID:30>

**PLEASE NOTE: to begin your training, you are linked through to the web site of one of our training partners where a separate registration is required, which may take 24 hours to accept your details. Accessing your online training at the training partner website must always be performed by logging into the Meru University section first and linking through from our webpage’s.**

The technical qualification is the Meru **WIRELESS ENGINEERING PROFESSIONAL**. This course is a one day course delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

### Westcon Convergence

1 Clayton Manor  
Victoria Gardens  
Burgess Hill  
RH15 9NB  
T 01444 872565  
F 01444 243889  
W [www.westcon.co.uk](http://www.westcon.co.uk)

## Meru Networks Channel Partner Program UK & Ireland January 2010

### Pinnacle Partner

The Pinnacle Partner level requires 5 individuals to have taken and passed Meru Certification courses. This level requires 2 Sales Qualifications and 2 Pre-sales technical qualifications, and 2 Meru Certified Engineers.

**Note: one individual may carry both the Wireless Sales Specialist Qualification and the Wireless Engineering Professional qualification. No other dual combination is acceptable for the Pinnacle certification.**

The sales qualification is the **Meru WIRELESS SALES SPECIALIST (WSS)**. This course is an **ONLINE COURSE** available on the "Meru University" section of the Partner Portal, direct link here <http://partners.merunetworks.com/apps/f?p=1:10:1307485446149846::::PGID:30>

**PLEASE NOTE: to begin your training, you are linked through to the web site of one of our training partners where a separate registration is required, which may take 24 hours to accept your details. Accessing your online training at the training partner website must always be performed by logging into the Meru University section first and linking through from our webpage's.**

The pre sales technical qualification is the Meru **WIRELESS ENGINEERING PROFESSIONAL**. This course is a one day course delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

The **MERU CERTIFIED ENGINEERING COURSE** is a three day course delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

Prior to qualification as a Pinnacle Partner, partners will be required to fill in a short survey where further qualitative details will be asked.

### Westcon Convergence

1 Clayton Manor  
Victoria Gardens  
Burgess Hill  
RH15 9NB

T 01444 872565

F 01444 243889

W [www.westcon.co.uk](http://www.westcon.co.uk)

## Meru Networks Channel Partner Program UK & Ireland January 2010

### Pinnacle Plus Partner

The Pinnacle Partner level requires 7 individuals to have taken and passed Meru Certification courses. This level requires 2 Sales Qualifications and 2 Pre-sales technical qualifications, and 2 Meru Certified Engineers, 1 Meru Certified Design Expert and 1 Meru Certified Services Expert. **Note: one individual may carry both the Wireless Sales Specialist Qualification and the Wireless Engineering Professional qualification. No other dual combination is acceptable for the Pinnacle certification**

The sales qualification is the Meru **WIRELESS SALES SPECIALIST (WSS)**. This course is an **ONLINE COURSE** available on the "Meru University" section of the Partner Portal, direct link here <http://partners.merunetworks.com/apps/f?p=1:10:1307485446149846::::PGID:30>

**PLEASE NOTE: to begin your training, you are linked through to the web site of one of our training partners where a separate registration is required, which may take 24 hours to accept your details. Accessing your online training at the training partner website must always be performed by logging into the Meru University section first and linking through from our webpage's.**

The pre sales technical qualification is the Meru **WIRELESS ENGINEERING PROFESSIONAL**. This course is a one day course delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

The **MERU CERTIFIED ENGINEERING COURSE** is a three day course delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

Both the **MERU CERTIFIED DESIGN EXPERT** and the **MERU CERTIFIED SERVICES EXPERT** are four day courses delivered by Westcon Convergence. Please contact your Meru account manager at Westcon Convergence for details of the next available course. Please note this is a chargeable course.

Prior to qualification as a Pinnacle Plus Partner, partners will be required to fill in a short survey where further qualitative details will be asked.

### Further details

Please contact your Meru Networks account manager at Westcon Convergence for any further information and details of the Meru certified courses:

#### Dave Coneley

Meru Networks Sales

**Mob:** +44 (0)7769 144095

**Fax:** +44 (0)1753 797832

**Email:** [david.coneley@westcon.co.uk](mailto:david.coneley@westcon.co.uk)

**Web:** [www.westcon.co.uk](http://www.westcon.co.uk)

### Westcon Convergence

1 Clayton Manor  
Victoria Gardens  
Burgess Hill  
RH15 9NB

T 01444 872565

F 01444 243889

W [www.westcon.co.uk](http://www.westcon.co.uk)