

# get Connected

## with Westcon and Enterasys

Exclusive new programme offers enhanced margin opportunities and low cost of entry in growing Networking Switch and WLAN markets.

"There has never been a better time to engage with Enterasys" claims Dawn Fenton, Head of Sales for Westcon Convergence's Data Business "its an exciting time working with a vendor which is growing at 5 times the market rate and we are delighted to announce a brand new programme – getConnected - which will enable VARs to take advantage of this."

### Enterasys – winning market share with innovative solutions

Customers are choosing Enterasys for innovative solutions to address their day to day network challenges, whether it is reducing deployment and management costs, securing their network or providing investment protection. Some of the key reasons that customers choose Enterasys include:

- **Managing the BYOD Challenge** Flexible yet secure connectivity as customers see a surge in employees seeking connectivity for their own devices.
- **Multi Vendor Network Proposition** Reduce TCO by 15-20%
- **Simplified Network Management** Troubleshooting, help desk support tasks, problem solving and reporting with combined management for both LAN and WLAN – reducing management overheads by 90% v industry average.
- **Innovative Isaac tool** enables network management via social media.

As Mark Pearce, Director of Channels and Strategic Alliances, Enterasys explains, "Whether you are talking about IP telephony, video,

cloud computing or virtualisation, nothing works without the network and Enterasys innovative network solutions are driving significant growth and market share versus our competition. The market momentum we are achieving is creating differentiated growth opportunities for our partners; we are completely focused on helping them make money."

### Channel Opportunity with getConnected

This commitment to partner profitability sits comfortably with Westcon, whose tried and tested onboarding programme "withWestcon" helps partners get to revenue quickly, easily and with minimal costs. Partners new to Enterasys can participate in this programme and achieve Gold Partner Status at zero cost\* and through the getConnected initiative can also unlock a wider range of benefits such as next day delivery and significant product discounts of upto 59% off RRP across a range

## 60 Second Guide

get Connected

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|-------|--|
| 59%   | Off of list price of WLAN components within the getConnected programme.              |
| 1 day | The amount of time for Westcon to deliver a product from the getConnected programme. |
| 57%   | Off of the popular B series switches within the get Connected programme.             |
| £0*   | The amount it costs to become an Enterasys Gold Partner.                             |
| 5 x   | The pace that Enterasys is outgrowing the industry average growth rate.              |

of LAN and WLAN solutions. The teams at Westcon provide support through every aspect of the sales cycle and take a consultative approach that will enable partners to develop and deliver compelling solutions.

As Fenton comments, "Enterasys may just be the industry's best kept secret – a genuinely customer focused vendor with innovative cost-effective solutions, with getConnected Westcon can make this a true point of differentiation for our partners".

\*subject to Enterasys special priced courses availability.



**Westcon**  
Convergence



**Dawn Fenton,**  
Westcon Convergence



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To find out more about the getConnected programme please contact [wukdatasolutions@westcon.co.uk](mailto:wukdatasolutions@westcon.co.uk)