

## Dyband Key Partners Program

### Why partner with Dyband?

Dyband offers the key building blocks for a successful partnership:

### **Partnership levels that match your business strategy**

Our multi-tiered partner strategy offers levels that are differentiated by industry expertise and commitment to customer service. So whether you provide solutions, service, or both, Dyband provides the resources necessary to make you successful.



**A clear  
commitment—  
Dyband Key  
Partners Program**

We believe that a comprehensive, industry-leading partner program will result in successful partnerships.

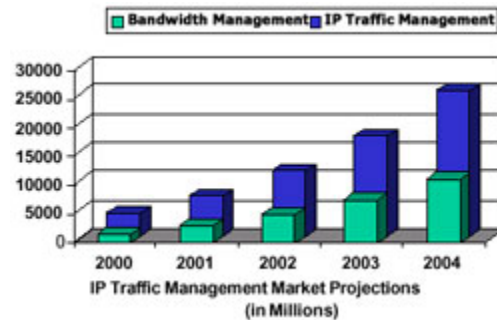
Dyband's Key Partners Program provides:

- Sales and technical training
- Product collateral
- Co-op marketing funds
- Market-ready and customized marketing programs
- Qualified leads, joint sales calls, and sales account management
- Sales incentive programs
- Direct and partner technical support programs
- Access to our registered users site: Dyband Partner Portal

**For further information on Dyband, and how it can benefit your firm, contact us at**  
sales@dyband.com  
**or visit us at**  
www.dyband.com

### **A unique product in an exploding market**

Analysts predict that the bandwidth management market, a subset of IP Traffic Management is poised to explode, with growth projected from \$638 million in 1999 to \$11 billion in 2004 -- a CAGR of 77%.



Service providers and enterprises will adopt bandwidth management solutions as a cost-effective way to solve network congestion problems and increase revenue opportunities.

Deliver the solution to your customers: Dyband

### **A flexible solution that fits your business model**

When you add Dyband IP Traffic Management to your solutions, you'll increase revenue and sales opportunities:

- Sell a software-only solution with strong profit margins
- Build plug-and-play appliances at a fraction of the cost of lesser solutions
- Bundle IP traffic management with your hardware or software solutions to expand your revenue
- Deliver IP traffic management solutions to multiple Internet access markets to increase sales opportunities

Deliver the right solution to your customers: Dyband.

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