

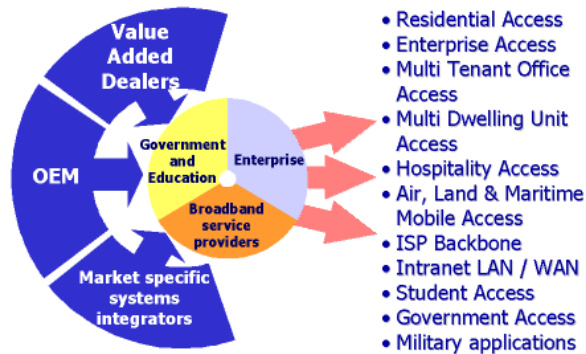
## Dyband Key Partners Program

### 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
- 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

#### **As a Mitel Networks Solution Provider,**

You will have a new and powerful product that is highly complimentary to the Mitel products and solutions. Our proven technical support and clear documentation make installation a breeze, and the addition of customizable marketing collateral provides well-rounded pre- and post-sales support. Dyband provides you with the support you need to close sales



opportunities and take advantage of a new revenue stream for your business.

#### **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.**

#### **Ask us about the fit for Dyband with:**

- Mitel Networks 3050 ICP
- DragonWave AirPair
- Service Providers
- Enterprise LANs

**Dyband Corporation**  
215 Stafford Road West, Unit 103  
Ottawa, Ontario K2H 9C1  
Canada  
(613) 820-3677

