

PARTNER PROGRAM GUIDE

Welcome to the **Infinera Partner Program**, a comprehensive partner program designed to help value-added resellers build and grow their business. The program builds on Infinera's innovation and technology leadership. This program guide will help you better understand the key components, value, requirements and benefits of the program so you can maximize your return on investment with Infinera. This brief guide will be updated regularly based upon your feedback as well as program enhancements and modifications.

This document is part of a series of Infinera partner documents that can be found on the Infinera Partner Portal at <http://partner.infinera.com>.

Why Partner with Infinera?

Infinera is a world leader in building Intelligent Transport Networks, leveraging an end-to-end portfolio of packet-optical solutions for metro, long-haul, subsea, cloud networks and metro data center interconnect application. Our focus is to enable network operator success in three main areas:

- **Scale:** the industry's most innovative technology, which enables operators and enterprises alike to grow from 1 gigabit (1G) to 10 G to 100 G to multiple terabits as demands increase
- **Service innovation:** architectures built around application-

optimized solutions and faster service delivery, with features like Instant Bandwidth™, Transport SDN, and Carrier Ethernet (CE 2.0) in converged packet-optical solutions

- **Simplicity:** quality in design that enables network scale without the need to scale operations

Our ultimate goal is your success.

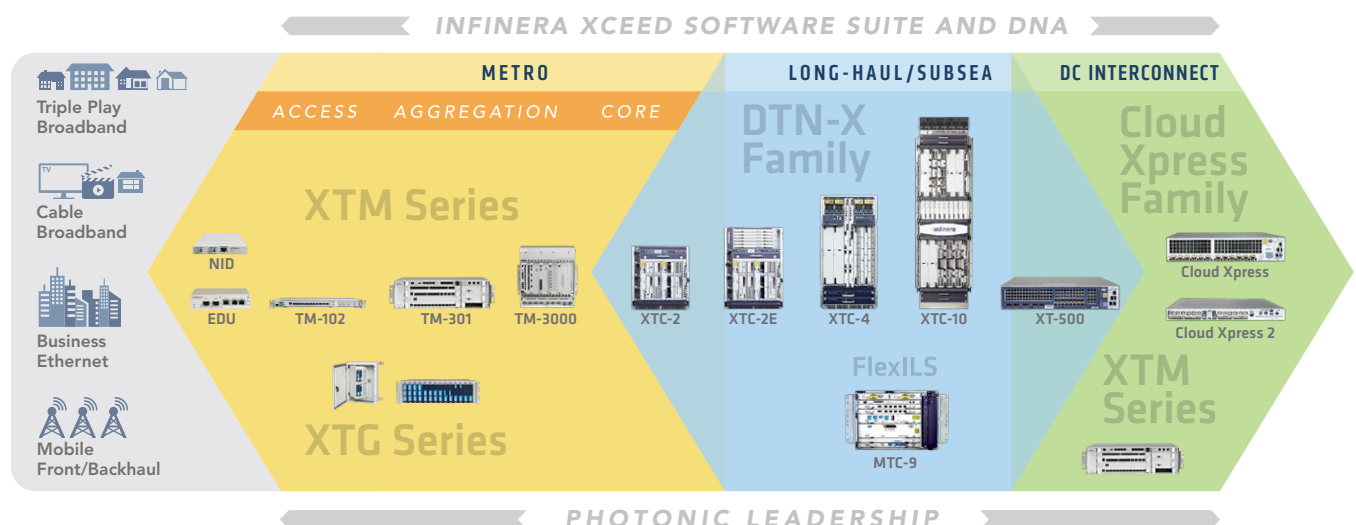
The Partner Program

The Infinera Partner Program enables our channels to build and grow long-term profitable business, while getting a great partner experience tailored to their unique needs. In addition to a strong base of innovative Infinera technology, partners are empowered with tools that enable their success and offers rewards and incentives for those that focus on Infinera strategic goals.

What you can expect from the Infinera Partner Program:

Investment to drive partner business

- We continually invest in areas that help enable our partners to be successful
- Examples include the Infinera Partner Portal, which offers pricing, sales tools, marketing resources and training to enable our partners with the knowledge and tools they need to be successful.



Rewards for partner success

Partners are rewarded for their behavior and success, including benefits for hunting and closing new business, registering deals and driving volume. Rewards include access to our Market Development Fund Program (MDF), prioritized access to Infinera resources as needed and access to Infinera-sponsored lead generation.

A unique personal touch

Unlike traditional partner programs, Infinera offers partners personal attention. That includes access to Infinera marketing resources and intelligence, custom product briefings, training and presentations as needed for promotion internally or for customers. Our focus is to deliver what partners need to be successful.

The Partner Experience

The Infinera Partner Program's philosophy has always been to deliver a superior partner experience, by focusing on fewer, stronger partners. This philosophy is exemplified in our approach to driving partner growth through three key components:

Ease of doing business

Keeping things simple is our goal, with online network pricing, design tools and training documentation and regional support to help you get what you need quickly and easily as possible.

Treating partners as an extension of Infinera

Partners are critical to Infinera's growth, so we treat them like our own direct sales force. That includes early notification of product

Partner Requirements and Benefits

Partner benefits and requirements are dependent on partner tiers. Tiers are broken down into Silver, Gold and Platinum. Platinum is reserved for the strongest of Infinera partners who have shown consistency in driving business and showing a preference for Infinera for optical transport solutions. The list below offers a brief description of requirements and benefits for each tier.

| Infinera Partner Program Benefits | Silver | Gold | Platinum |
|--|-----------------|-------------------|-------------------|
| Executive Sponsor Program | | | • |
| Annual Business Plan | | • | • |
| Access to Partner Portal | • | • | • |
| Eligible for Participation on Advisory Council | | | • |
| Financial Benefits | | | |
| Volume Discounts | | • | • |
| Incentive Based Accelerators | | • | • |
| Sales Support Benefits | | | |
| Deal Registration Program (see partner portal for details) | • | • | • |
| Eligible for Market Development Fund | | • | • |
| Competitive Information | | • | • |
| Special Incentive Programs | • | • | • |
| Annual Regional Partner Summit | Invitation Only | • | • |
| Marketing Benefits | | | |
| On-Going Partner Communications & Webinars | • | • | • |
| Listing in Partner Directory | | • | • |
| Demand Generation Programs | | • | • |
| Access to Leads from Infinera Lead Generation Program | | • | • |
| Access to Demo Equipment Program | | Subject to limits | Subject to limits |

Infinera reserves the right to change the classification of any channel partner as a result of a failure of the partner to meet the minimum requirements for any given program level.

announcements, frequent and regular sales training and comprehensive and customized market insights. We know that knowledgeable partners tend to be our best promoters, so we value them accordingly.

Quality products, solutions and services

Partner and end-user experience is critical for long-term profitability and customer retention. That starts with products that are reliable, solutions that fit their needs and a services organization that stands behind Infinera's products and solutions. The Infinera Experience incorporates four elements:

- **Technology leadership:** Infinera Intelligent Transport Networks provide network operators with scale, flexibility and performance

- **World-class quality:** Infinera's commitment to quality enables network operators to deploy highly reliable networks
- **Customer-centric focus:** Infinera's team is here to do whatever it takes to help operators solve network challenges and win in their markets
- **Time as a weapon:** Infinera enables network operators to deploy networks faster, scale bandwidth faster and accelerate service innovation

We pride ourselves on the value we bring through the Infinera Experience, and dozens of Infinera customers will tell you that we are the best at delivering an amazing customer experience. Just ask them!

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