



Atrinet Partner Program Flyer

Challenges and Solutions

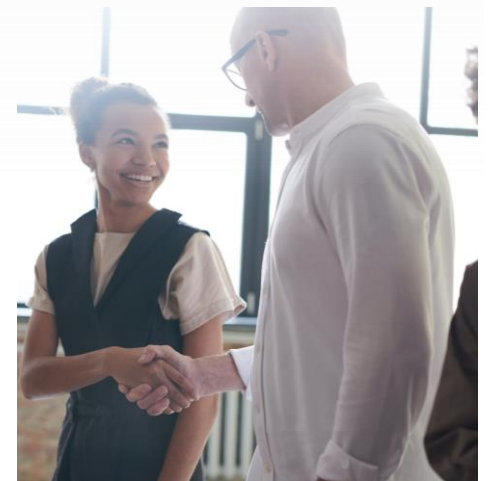
Cloud-native virtualized, open and disaggregated network architecture for 5G and SDN are driving a radical new approach to how CSPs and large enterprises manage their network resources and services in multi-vendor, multi-technology, and multi-domain environments. Atrinet, with its industry leading NetACE Open Network Automation platform, provides a unique solution for network discovery, visibility, zero-touch automation, analysis and fast restoration based on AI/ML, unified management, efficient provisioning and support for open networks. The solution provides a holistic view of all network assets (physical, virtual, logical), encompassing equipment, services and network connectivity. Atrinet works closely with major telco operators and equipment vendors, embracing many industry initiatives to achieve the cost reductions and service flexibilities necessary in this new telecom era.

What's In It for You – the Opportunity

Open Networks offer operators the promise of reducing the total cost of network operations and reducing the dependency on single vendor siloes. The Open Networks journey is a challenge, but it creates significant opportunities for System Integrators and Resellers of network automation solutions.

Operators are looking at Network Automation as an essential step towards implementing Open Networks that are intelligent, responsive, and able to constantly adapt and protect the network. Automation enables operators to integrate multiple types of vendor equipment and Network Operational Systems (NOS) in the same network without the need to activate and manage each solution using the vendor's unique commands and management systems. It also allows service provisioning across the network with minimum effort, using a single end-to-end management solution.

The global [network automation market](#) size is expected to experience significant growth by reaching USD 22.58 billion by 2027 while exhibiting a stellar CAGR of 24.2% between 2020 and 2027. This growth is attributable to the surging investment in development and implementation of advanced technologies and the increasing adoption of connected devices that favor the adoption of innovative network automation solutions globally.



Network Automation Market Size

Fortune Business Insights, in its latest report, titled, "[Network Automation Market Size](#)", mentions that the market stood at USD \$4.00 billion in 2019 and is projected to showcase an exponential growth in the forthcoming years.



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Atrinet Team

Atrinet is an Independent Software Vendor (ISV) and services company, an expert in Open Network Automation solutions for the communications industry. Our comprehensive suite of cloud-native, modular, lightweight products with Open APIs is based on a unique NetACE Open Network Automation Framework, that allows rapid deployment, integration and smooth transition to emerging network technologies.

We serve global Communications Service Providers (CSPs), Managed Service Providers (MSPs), and other enterprises with complex and large-scale networks. We help them to simplify and automate their operations, allow faster reaction and prevention of issues to cut costs, increase productivity and deliver an exceptional customer experience.

Atrinet Partner Program

Join the growing eco-system, become an Open Network Automation leader

The Atrinet Partner Program comprises a growing eco-system of solution providers, system integrators, vendors and OEM partners. By joining the Atrinet Partner Program, you will establish yourself at the forefront of industry initiatives. As an Atrinet partner, you will gain significant benefits when designing, recommending, reselling, or integrating Atrinet's NetACE product and solution.

Atrinet partners realize many benefits such as:

Competitive Advantage

With Atrinet, you can offer your customers the most advanced Open Network automation solution

Expertise

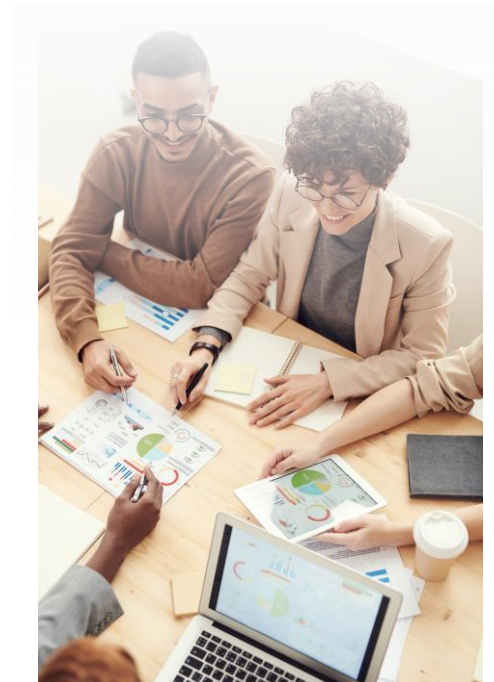
With more than 100 customers across the globe, Atrinet has years of experience in designing and implementing automated end-to-end network and service management solutions for a diverse community of CSPs and large enterprises

Knowledge Transfer

Access to partner-only sales and technical training programs, special events, roadmap information, and marketing and sales development resources

Customized to Your Business

Flexible program tailored to meet diverse business and growth objectives and specific organizational requirements





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These are just some of the values that make up the essence of Atrinet's partner program. We do our utmost to provide you with all the critical elements necessary to make it easy for you to sell and support Atrinet NetACE solutions and services and achieve our shared business objectives of accelerated growth and profitability.

- » Superior brand recognition quickly opens customer doors to your sales team
- » Quality leads and profitable sales opportunities relevant to your territory and business focus shorten time to revenues
- » Deal protection for registered projects preserves your business development investment
- » Extensive training and accreditation programs provide you with the educational tools to win .
- » Support for joint marketing activities gives you added market presence
- » Official acknowledgment of reselling relationship certifies you as an Atrinet NetACE competence center
- » Innovative solutions and technology brand you as a leader in your own right
- » Worldwide network of Atrinet NetACE resellers offers a global knowledge base

Become an Atrinet Partner

System Integrators – Expand your product and services portfolio by reselling NetACE solutions to facilitate multi-vendor, multi-technology deployments for your CSP and large enterprise customers

Solution Providers – Enhance your network and OSS consolidation, transformation and discovery solutions

OEM – Reduce development time/costs and offer a single pane of glass management platform for your products and 3rd-party products in customer networks

For more information about becoming an Atrinet Partner

[Click here](#)

Shared Interests and Commitments

Atrinet and its partners embrace a set of fundamental guiding principles:

- » Work together to deliver the highest quality solutions and services that create loyal customers
- » Cooperate to create new revenue streams and assured margin opportunities
- » Conduct business in an atmosphere of trust and mutual respect
- » Resolve problems with candor and good judgment

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