

## Nectar's Certified Network Assessment Partner Program Allows 'Best-in-Class' Service Providers to Provide Perspective Network Assessment Services for Hosted UC Deployments

*New Perspective Certification Program provides comprehensive training, marketing, and revenue opportunities for elite partner designation.*

Microsoft's new hosted service model is helping enterprise customers support quickly changing business needs while gaining control over operating costs and an increasingly complex software and hardware infrastructure. However, the value gained through hosted Unified Communications (UC) services does not automatically materialize if enterprises move their users to the cloud. Enterprise customers can also benefit greatly from the streamlined processes and enhanced support achieved by choosing a trusted service provider to help assess the network prior to deploying hosted UC services.

Nectar's advanced Certified Network Assessment Partner designation helps enterprise customers identify a trusted advisor and partner who have been certified to leverage the Perspective solution to design, deploy, and report on the results of network assessments for both cloud and on-premise UC environments.

### Why the Perspective Certified Network Assessment Partner Program is Right for You

Microsoft is aggressively promoting the value of network assessments as part of its ongoing preparation for Skype for Business Online deployments. As a 2016 Microsoft Partner of the Year finalist and one of only three certified IT Pro Tools Partners for Skype for Business, as well as the only IT Pro Tool Partner certified for network pre-assessment, Nectar's Perspective Partner Certification Program is well positioned to provide qualified service providers with enhanced visibility and unparalleled guidance, support, and development expertise related to Perspective network assessments. This includes:

- Technical and sales training for Perspective
- Software/service support
- Branded marketing materials with the Nectar Perspective Partner designation
- Access to network assessment lead generation so you can increase sales opportunities and achieve revenue goals.

As an exclusive member of the Perspective Network Assessment Certification Program, Nectar can help you to differentiate your value to customers while driving growth and profitability for your company.

### Nectar recognized as 2016 Channel Chief and Network Connectivity Partner by Computer Reseller News

"The companies in this year's 2016 Network Connectivity Partner Program Guide have built partner programs that provide real, tangible value and support to its members. These vendors offer impressive product portfolios, gold-standard marketing and sales assistance, and the high level of training solution providers need to grow their Network Connectivity revenue."

**ROBERT FALETRA, CEO**  
THE CHANNEL COMPANY



### Certification Requirements: How You Can Join an Elite Team of Partners

In order to qualify as a Nectar Certified Network Assessment Partner, you must 1) have an existing planning and deployment practice for Microsoft, Cisco, and/or Avaya, and 2) have enough network knowledge to effectively assess a network and recommend areas of remediation.

To meet advanced qualification status, you must also acquire specific competencies by passing the following Nectar technical and sales-related courses:

- Nectar 101
- Perspective: Designing a Network Assessment
- Perspective: Deploying, Configuring, and Launching a Network Assessment
- Perspective: Analyzing the Results of a Network Assessment

Partners who successfully complete technical and sales training may then sign a Solutions Partner agreement and purchase an Engagement Kit that includes a controller license and a 12-month subscription. With a Nectar Certified Network Assessment Partner designation, you will join an elite group of service providers — signaling to customers that you are qualified to design and deploy Perspective network assessments. Further, it shows that you are capable of interpreting RIG-based and QLIK-based output reports, as well as recommending remediation steps necessary to quickly resolve any UC network issues that may negatively affect the overall user experience.

## Perspective Network Assessment — Worth the Investment

Hosted UC offers the potential for tremendous value to the enterprise, although it does not negate the need for a proven, time-tested network infrastructure. Prior to deploying hosted UC services, well informed enterprise customers will want to confirm that network connections between major locations are capable of supporting anticipated voice, video, and collaboration traffic. They should also test the network connection between the hosted provider's data center and distributed customer locations. For this type of network assessment, enterprise customers need a partner who understands the complexities of geographically distributed, multi-vendor UC networks, AND has the network assessment tools necessary to thoroughly test the network's ability support burgeoning UC traffic.

With a long history of providing advanced software solutions to monitor and manage multi-vendor UC environments, Nectar can help you to satisfy these customer needs. Nectar's premier Perspective tool is designed for both short-term pre-deployment assessments and ongoing active monitoring. It

provides advanced capabilities for network pre-assessment, voice and video quality troubleshooting, and real-time problem identification and resolution — so you can help enterprise customers identify and remediate potential UC traffic and/or quality issues prior to deploying hosted UC services.

## The Smart Choice for Ensuring a Quality Hosted UC Deployment

Through new and innovative partner programs, Nectar is committed to building strong, collaborative relationships with best-in-class partners like you. Through our delivery of unparalleled network assessment tools for hosted UC environments, we can help you to provide your customers with seamless insight, metrics, and root-cause analysis of issues that may affect voice, video, and collaboration quality and the overall user experience. With Nectar, elite service providers like you can deploy, support, and manage multi-vendor UC environments from the enterprise to the cloud and beyond.

## About Nectar Services Corporation

Nectar is a global market leader. The company provides the most comprehensive monitoring and diagnostics software solutions for Unified Communication services, enabling IT and operation organizations to proactively ensure the end-user experience. Nectar's flagship Unified Communications Management Platform (UCMP) improves visibility and service delivery across integrated voice, video, and data application solutions by providing unique and critical performance information. Nectar provides monitoring and diagnostics for millions of enterprise endpoints to more than 1,400 enterprises in over 86 countries — including the largest global banking, search engine, healthcare, and manufacturing organizations in the world. Visit [www.nectarcorp.com](http://www.nectarcorp.com) for more information.

[www.nectarcorp.com](http://www.nectarcorp.com)

Americas — [americas@nectarcorp.com](mailto:americas@nectarcorp.com)

Europe, Middle East, and Africa — [emea@nectarcorp.com](mailto:emea@nectarcorp.com)

Asia Pacific — [apac@nectarcorp.com](mailto:apac@nectarcorp.com)

Latin America — [latam@nectarcorp.com](mailto:latam@nectarcorp.com)

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