

NETSCOUT[®]
CONNECT360

Partner Program

NETSCOUT CONNECT360 Partner Program

Differentiate your business by delivering industry-leading service assurance and network security solutions to protect your customers' brands.

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The NETSCOUT CONNECT360 Partner Program empowers organizations to profitably grow their business by marketing, selling, implementing and servicing our industry-leading service assurance and network security and management solutions for enterprise and service provider networks.

Because we are dedicated to helping our worldwide network of partners drive growth and differentiate their businesses, the CONNECT360 Program provides access to prioritized local sales support, in-person and online educational courses, lead generation support, and a full complement of sales tools.



Program Benefits At A Glance



Deal Registration

Get aggressive discounting on net new sales opportunities or where NETSCOUT has not sold into an existing NETSCOUT end user in the last two years.

Registrations can be renewed to maintain opportunity



Training and Certification

This training series delivers a mix of both commercial and technical training depending on your role, and in most cases, you will be eligible for certification.

Online, Self-paced Training

Achieve and maintain partner status by taking our no-cost, self-paced online courses.

Instructor-led, Virtual Training

Scheduled throughout the year, these no-cost, instructor-led, virtual sessions deliver multi-day, hands-on training.



Market Event Funding (MEF)

Take advantage of the NETSCOUT MEF Program to support your marketing efforts to generate demand for NETSCOUT product and services.



Product Demonstration

NETSCOUT provides our authorized Channel Partners with a virtual training and demo environment designed to educate and showcase NETSCOUT's enterprise and security solutions.



Business Planning and Reviews

Work with NETSCOUT account teams to develop your tailored business plan to ensure growth.

RESELLER PARTNERS



Platinum Partner

Platinum Partner

Platinum Partners have the ability to implement business solutions via high value sales directly to end users. This designation level is focused on the expansion and development of partnerships with companies having national or regional market reach.

Platinum Partners have the technical skills and staffing resources necessary to design network solutions, including architecture, protocols, practices, and management platforms, as well as the business focus and account access to succeed in identifying enterprise-wide opportunities and selling products and services in large volume to end users.

Can buy directly from NETSCOUT or through NETSCOUT Value-Added Distributors.



Gold Partner

Gold Partner

Gold Partners act in a fulfillment capacity when reselling NETSCOUT products and services to end users.

Can buy directly from NETSCOUT or through NETSCOUT Value-Added Distributors.



Silver Partner

Silver Partner

Established as a path to becoming a NETSCOUT contracted partner, Silver Partners act in a fulfillment capacity when reselling NETSCOUT products and services to end user.

Will buy directly through NETSCOUT Value-Added Distributors or, if authorized, directly through NETSCOUT, depending on the market opportunity.



Our solutions monitor

The largest online applications



Our solutions protect

Online elections and major sporting events



Our solutions triage

The largest digital banking applications



Our solutions support

The remote and hybrid workforce



Our solutions observe

4G/5G and the world's largest carriers

Partner Level Requirements

	Platinum Partner	Gold Partner	Silver Partner
NETSCOUT Contract	Yes	Yes	NDA / Reseller Application
Annual Target Revenue (USD)	\$1.0M (USD)	\$200K (USD)	\$100K (USD)
Annual Business Plan	Yes	No	N/A
Number of Dedicated Sales' Training Sessions (Virtual or In-Person)	4 Per Year	2 Per Year	N/A
Number of Certified Sales Engineer Employees	2 Per Year	2 Per Year	1 Per Year
Number of Certified Technical Support Employees (If Providing PES Support)	2 Per Year	1 Per Year	N/A
Maintain Updated Credit Information With NETSCOUT	Yes	Yes	N/A
Attend Annual NETSCOUT Engage Conference	Minimum 1 Attendee	No	N/A
NETSCOUT-Focused Marketing / Customer Events per Year	Per Business Plan – Min 2 Per Year	1	N/A
Approved References / Case Studies per Year	Yes – 1 Per Year	No	N/A
NETSCOUT Logo Posted on Website	Yes	Yes	N/A

Partner Level Benefits

	Platinum Partner	Gold Partner	Silver Partner
Product Discounts	Yes	Yes	Yes
Deal Registration	Yes	Yes	Yes
Access To Partner Portal	Yes	Yes	Yes
Access to Online LMS	Yes	Yes	Yes
Access to Instructor-led Training	Yes	Yes	No
Eligible to Access Pre and Post Support	Yes	Yes	No
Access to Demo and Lab Equipment Program	Yes	Yes	No
Executive-Level Meetings – Semi-Annual	Yes	No	No
Access to Proposal-Based Marketing Event Funds	Yes	Yes	No
Eligible for Sales Incentive Programs *	Yes	Yes	No
Technical Shadowing Program	Yes	No	No
Partner Advisory and Technical Advisory Boards (by invitation)	Yes	No	No

* Geographical restrictions apply.

How We Help

Visibility Without Borders® from NETSCOUT delivers multipurpose, consistent, real-time visibility across the technology services, infrastructures, and platforms that make up today's connected world.

This gives technology and business teams the next-generation level of visibility to see the full range of performance, availability, and security risks impacting their digital services, earlier and with more precision, to resolve problems faster.

WE PARTNER WITH THE BEST



OUR SOLUTIONS



nGenius Observability



nGenius Carrier-Grade Service Assurance



Omnis AI Insights



Omnis Network Security



Arbor DDoS Protection



Anywhere

Any Enterprise

Any Cloud

Any Network

Any Application

Any Service

Any Vendor

Visibility Without Borders Platform

Separating the Signal from the Noise

Performance
Management

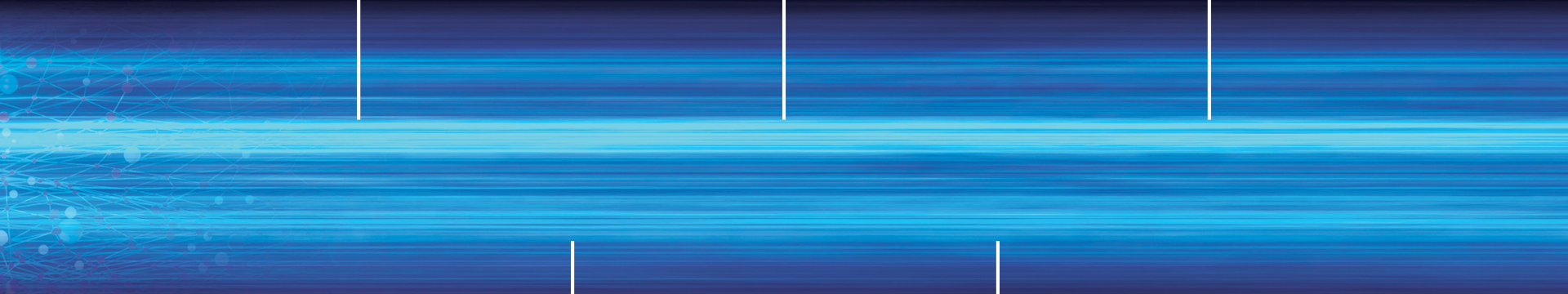
Carrier Service
Assurance

Intelligent
Data Export



DDoS Protection

Network Security





NETSCOUT® SYSTEMS, INC. (NASDAQ: NTCT) delivers multipurpose, real-time visibility, troubleshooting, and protection wherever your technology infrastructure and business applications reside. NETSCOUT Smart Data gives technology and business teams the next-generation level of visibility to see the full range of performance, availability, and security risks, earlier and with more precision, to resolve problems faster. That's why the world's most demanding government, enterprise, and service-provider organizations rely on NETSCOUT solutions to assure and protect the digital services that advance our connected world.

Visit www.netscout.com or follow @NETSCOUT on X, Facebook, or LinkedIn.

MBChannelOps@netscout.com

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