

Silver Peak Announces Certified Deployment Partner Program

Silver Peak enables global partners to achieve new levels of certification to offer enterprise customers turnkey SD-WAN purchase and deployment services. Sydney, 18 September 2020 – Silver Peak®, the global SD-WAN leader, delivering the transformational promise of the cloud with a self-driving wide area network™, today announced a new certified deployment partner (CDP) program, enabling select partners to resell and deploy the Unity EdgeConnect™ SD-WAN edge platform to support customer WAN and security transformation initiatives. Among the initial partners to achieve the new sales, technical and deployment certifications is Teneo, which has an office in Australia. Other partners include: CDW, InterVision, INVITE Networks, WWT and Xalient. “Modern enterprises are quickly recognising that their legacy networks are holding them back from realising the full transformational promise of the cloud and many are seeking skilled partners to drive their WAN and security transformation initiatives,” said Dean Vaughan, vice president of sales for Asia Pacific and Japan at Silver Peak. “This provides an unprecedented opportunity for our partners to bring new levels of business value to customers by attaining the training and certifications required to successfully drive SD-WAN deployments. The CDP program is architected to scale both the number of customers we can serve as well as the number of partners that we can enable to build high-growth profitable SD-WAN business practices – it’s a win win for everyone.”

Advanced Certifications with Proctored Exams

To participate in the CDP program, partners must complete a rigorous training and certification regimen that requires advanced deployment certifications with proctored exams. CDP partner certifications include: SSP – Sales Professional STSP – Technical Sales Professional SPSP – Technical Professional SPSX – Technical Expert SDP – Deployment Professional SDX – Deployment Expert

To assure success with customers, CDPs are initially required to partner with a Silver Peak deployment engineer to demonstrate the requisite skill and acumen that spans initial design, deployment plan and post deployment reviews.

Teneo

Teneo is the visibility expert, providing performance and security insights across the IT landscape. Teneo removes complexity so enterprise customers can clearly see where today’s user experience won’t deliver the desired business outcomes. The Teneo flexible services model gives customers instant access to talent and analytics platforms. As a managed service provider, Teneo optimises the enterprise’s existing technology and builds an IT strategy to drive innovation. Since 2000, Teneo has helped some of the world’s largest companies see new possibilities. “As an expert managed service provider, we are continuously seeking new ways to expand our knowledge base and expertise to better serve our customer,” said Lauren Fortune, chief marketing officer at Teneo. “Becoming a Silver Peak CDP partner enables us to further our ability to solve customers’ most challenging networking problems with an advanced SD-WAN edge solution that applies tomorrow’s logic to seamlessly connect users directly and securely to the applications that fuel business innovation.”

About Silver Peak

Silver Peak, the global SD-WAN leader, delivers the transformational promise of the cloud with a business-first networking model. The Unity EdgeConnect™ self-driving wide area network platform liberates enterprises from conventional WAN approaches to transform the network from a constraint to a business accelerant. More than 2,000 globally distributed enterprises have deployed Silver Peak SD-WAN solutions across 100 countries. Learn more at silver-peak.com. © 2020 Silver Peak Systems, Inc. All rights reserved. Silver Peak, the Silver Peak logo, and all Silver Peak product names, logos, and brands are trademarks or registered trademarks of Silver Peak Systems, Inc. in the United States and/or other countries. All other product names, logos, and brands are property of their respective owners.

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