

GROW WITH GARLAND

Garland Technology believes in growing long-term relationships with our channel partners for years to come. Our reliable and cost efficient network TAPs, Packet Brokers, and inline Bypass TAPs deliver packet visibility in any network environment. These products provide a complementary and incremental sale that improves the overall solution, increases the deal size, and can help accelerate and close deals. By joining the Grow with Garland Channel program you can participate in a variety of activities designed to help you turn expertise into revenue.

It's as easy as 1, 2, 3

1. Complete an activity
2. Earn points
3. Redeem points for rewards. 1 point = \$5 worth of rewards

Sample Activities	Sample Rewards
<ul style="list-style-type: none"> • Create a partner portal account • Complete a Sales Enablement Learning Track • Get Sales or Technically Certified • Register a deal with a new customer • Register a deal with a new prospect • Close a deal 	<ul style="list-style-type: none"> • Garland Products • MDF • Travel/rewards towards a future partner event • Onsite technical/sales training • Digital ad campaign

**For a full listing of activities and rewards, please visit our TAP-It Partner Portal.*

Earn rewards that can be integrated into your business like conducting more POCs, meeting more prospects, identifying more opportunities, and closing more deals!

Sign up in the TAP-IT Partner Portal or contact us at partners@garlandtecnology.com to get started growing today.

Garland Technology reserves the right to change the point values and rewards at any time.