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Networking and Security Leader Array Networks Enhances Americas Channel Program; Wins CRN Five-Star Award

A-Team Partner Program Boosts Margins, Offers Margin Protection, and Adds New Distributors with Discounts of up to 35 percent on Application Delivery, SSL VPN and Network Functions Platform Solutions

Milpitas, CA – April 2, 2019 – [Array Networks Inc.](#) today announced significant upgrades to its North American A-Team partner program that improve partner margins, deliver margin protection, and significantly increase availability with new world-class distributors including Ingram Micro. The updated program offers partners discounts on Array products, service and support with additional discounts for deal registration that can total as much as 35 percent. The new [Array A-Team partner program](#) has also been awarded a Five-Star rating by [CRN](#), a brand of [The Channel Company](#) in its annual partner program guide.

“The IT marketplace remains highly competitive and channel partners must provide their enterprise customers with the solutions that meet their immediate needs. Array Networks delivers easily integrated solutions that solve ‘hair on fire’ problems of security performance and application availability in the wake of virtual appliances and a rise in encrypted traffic,” said Paul Andersen, vice president of sales and marketing for Array Networks. “The new Americas channel program structure provides partners with protected margins and a wide degree of latitude in pricing to the end customer. These enhancements, coupled with products that offer world-class performance and capabilities, give channel partners a winning combination that helps land new business while maintaining profitability.”

The A-Team partner program now features silver, gold and platinum levels and discounts. The gold and platinum tiers require varying levels of sales training and technical training with sales and marketing engagement. Deal registration is available for all partners, and offers additional discounts well beyond the standard partner discounts.

Array offers partners leads, demand creation, joint marketing activities, a partner portal, sales and technical training, a live test lab and many other benefits. Array’s listing in the CRN partner program guide is available in the April issue, and online at <http://www.crn.com/ppg>.

“With new technologies emerging every year, evaluating which IT vendors to partner with grows increasingly more complex for solution providers,” said Bob Skelley, CEO, The Channel Company. “We are proud the CRN Partner Program Guide has become the trusted resource to identify the most rewarding partner programs and provides crucial insight into their strengths and benefits for the channel.”

A-Team partners in North America can now purchase Array products through [Ingram Micro Inc.](#), [LiquidPC](#), [Envoy Data Corporation](#) and other leading distributors.

About Array Networks

Array Networks solves performance and complexity challenges for businesses moving toward virtualized networking, security and application delivery. Headquartered in Silicon Valley, Array addresses the growing market demand for Network Functions Virtualization (NFV), cloud computing, and software-centric networking. Proven at more than 5,000 worldwide customer deployments, Array is recognized by leading analysts, enterprises, service providers and partners for pioneering next-generation technology that delivers agility at scale. To learn more, visit: www.arraynetworks.com.

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