



About Crossbeam Systems

Crossbeam Systems, Inc., is a leading global developer of total security solutions required for safer, simpler networks. Crossbeam enables companies to consolidate their security infrastructures while preserving their security policies, resulting in significant savings in capital and operational expenses. Crossbeam's patent-pending architecture integrates best-in-class security engines such as firewall, virtual private networks, intrusion detection, and content security into high-performance, highly available, self-healing security services switches. The company has tailored solutions for global enterprises, carrier networks, and medium-sized businesses.



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Crossbeam Authorized Partnerships that matter Partner Program



We Protect the World's Largest Networks

Crossbeam gives companies worldwide the ability to consolidate their security infrastructures while preserving their security policies.



Crossbeam Systems is a leading developer of total network security solutions required for cost-effective, safer, and simpler enterprise and carrier networks.

Imagine: no more load balancers, switches, or separate appliances to administer. Just a simple, fast, highly available system that expands to meet your requirements and address the latest security threats.

Scaling from medium enterprises to large data centers, perimeter to core, Crossbeam offers a wide range of solutions that provide complete:

- Firewall and access control (physical and virtualized)
- Virtual private network establishment (IPSEC and SSL)
- Intrusion protection (detection and prevention)
- Content scanning (anti-virus, Port 80, and Web mail)
- Employee Internet management (URL filtering)

Crossbeam provides a rich selection of security applications from best-in-class vendors like Check Point, ISS, Trend Micro, Websense, Secure Computing, and Aladdin. In addition, we also work with hot new security companies offering the latest in protection technologies. In all, over twenty companies deliver highly scalable security on Crossbeam platforms.

Crossbeam offers its solutions on a new type of device called a security services switch. These switches are available across two lines: X-Series chassis and C-Series fixed configurations.

The Crossbeam X-Series

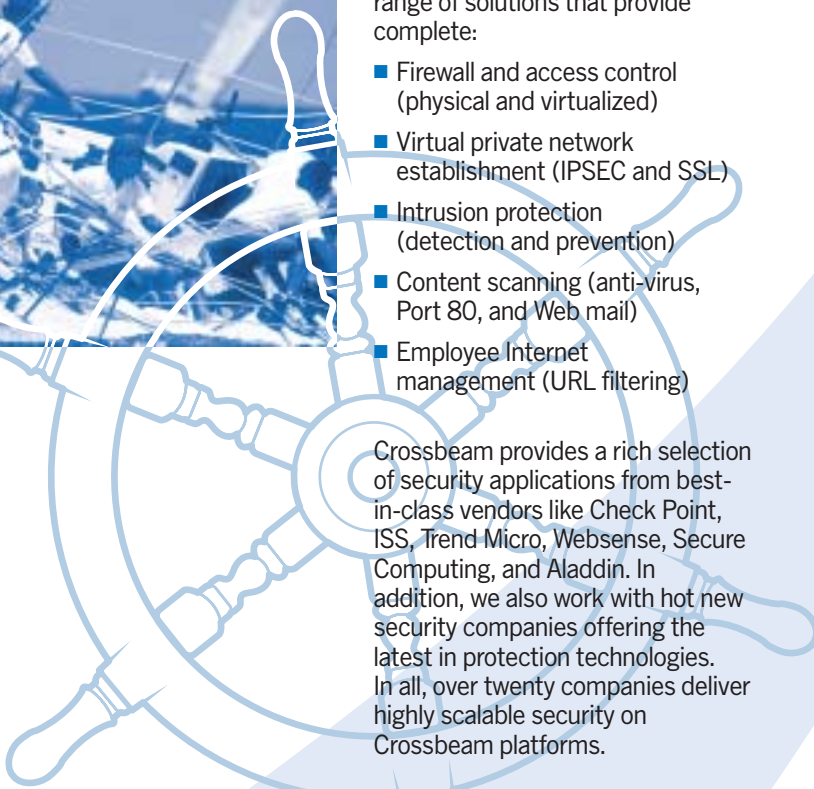
is a family of flexible, high-performance, high-availability security services switches developed to meet the varied security and infrastructure requirements of today's organizations. The X-Series offers Crossbeam customers complete network, mail, and Web security — allowing them to consolidate complex security infrastructures while preserving and strengthening their security policies.

The Crossbeam C-Series

delivers enterprise-strength security to medium-sized businesses and divisional offices of larger businesses, allowing customers to consolidate, upgrade, and enhance their network infrastructure while preserving their security policies. Noted as the industry's first stackable security services switch, the C-Series far surpasses other security solutions on the market in terms of performance, reliability, and simplicity. We do this by consolidating the functions of multiple single-function appliances, load balancers, switches, and cables into a single- or dual-device environment, and at half the cost of traditional solutions from other vendors.

The business benefit to customers

is massive savings in total cost of ownership and greatly simplified security architectures. Customers have the peace of mind of knowing that new security technology can easily be added without huge budget outlays.



Crossbeam Authorized Partner Program

Overview

In our efforts to engage and support customers around the globe, Crossbeam has designed the worldwide **Crossbeam Authorized Partner Program (CAPP)**.



The CAPP is just one example of our commitment to our channel partners, helping to provide them with the resources and support they need to ensure their success in selling Crossbeam technology.

Also, through our Crossbeam Accredited Service Partner (CASP) Program, we have formulated a comprehensive but flexible portfolio of end-to-end service offerings to help our partners effectively sell and service Crossbeam solutions.

We have designed these programs with our partners in mind and with the following objectives:

- Provide Crossbeam partners with the necessary tools to successfully introduce and sell network security solutions based on Crossbeam's open-platform architecture
- Assist Crossbeam partners in the development and education of the market relating to security opportunities in their geographies
- Work closely with each Crossbeam partner to stimulate end-user demand for security opportunities in its geography
- Protect the margin of those partners who create demand for Crossbeam solutions



"We chose the Crossbeam security solution... because it let us dramatically reduce the administrative complexity of our security systems... and because of its scalability, we are well-armed to meet our future security requirements."

DCS Sabre

"Crossbeam has created a powerful and flexible solution that will significantly elevate the overall level of security and provide an impressive return-on-investment for its customers."

The Yankee Group

"The Crossbeam architecture enables Integralis to consolidate multiple security applications in a single high-availability platform that will reduce the total cost of ownership for our clients."

Integralis — CAP X

Your level in the program determines your benefits.



The Crossbeam partner program designations are based on sales and services capabilities.

Whether you focus on medium or large enterprises, we have a participation level that reflects and supports the way you do business. Your unique needs. Your distinct expertise. Your specific business model.



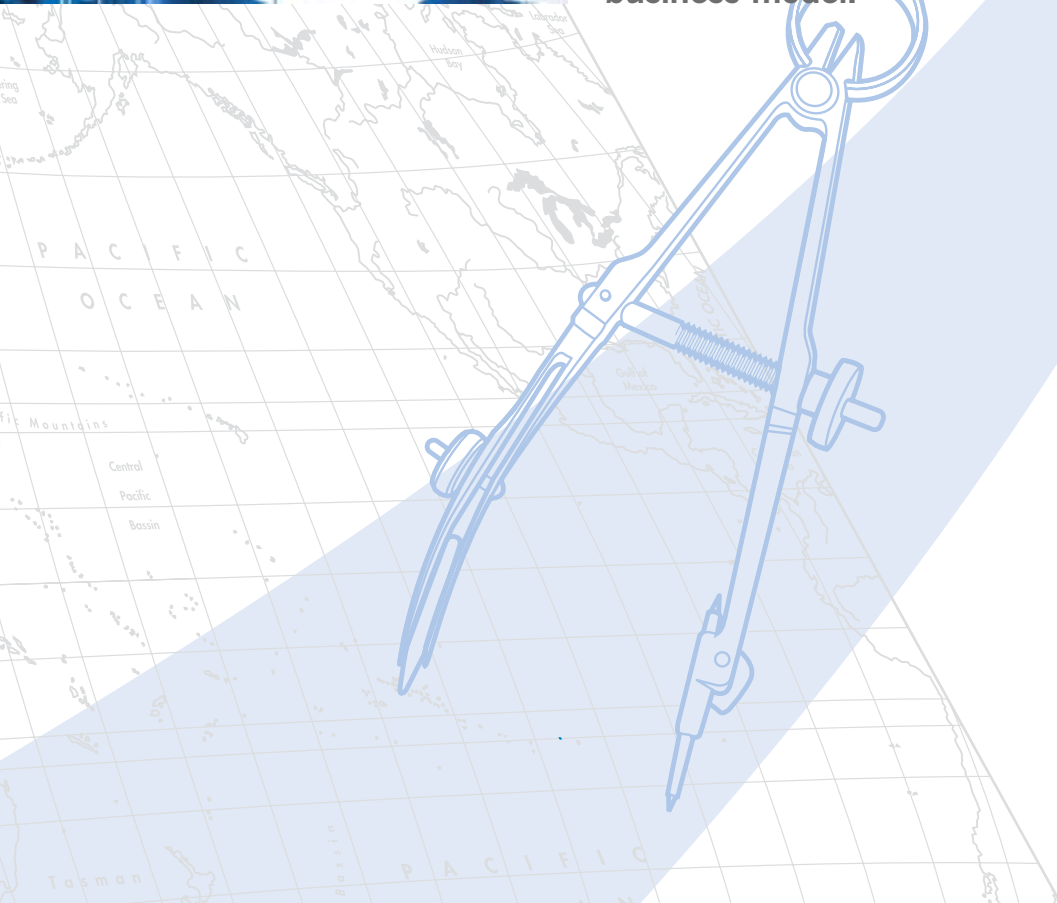
Choosing the partnership that is right for you:

For partners that focus on the medium-enterprise market

- Crossbeam Authorized Partner (CAP)
- Crossbeam Authorized Partner C (CAP C)

For partners that focus on the large-enterprise and service-provider markets

- Crossbeam Authorized Partner X (CAP X)





Crossbeam Authorized Partner C (CAP C)

CAP C is the first stage of accreditation in our partner program, for partners who focus on mid-size commercial and enterprise markets.

CAP C members typically design and implement security solutions for SMEs, remote sites, branch offices, and departments. They must have the ability to position, generate demand for, and sell Crossbeam products.

CAP C members are required to have personnel certified in sales, pre-sales, and post-sales.

CAP C members may gain Crossbeam services accreditation through the Crossbeam Accredited Service Partner (CASP) program. By being a **CASP**, you receive higher discounts on Crossbeam services and can provide first- and second-level service and support on Crossbeam solutions.

In return for pre-sales and post-sales accreditation, **CAP C** members receive additional **financial benefits** through special product and services discounts, a **free C10** security services switch demo unit, discounts on C-Series **demo equipment**, eligibility for **marketing funds** via their Crossbeam Value-Added Distributor (VAD), and access to the Crossbeam **Partner Web**.

How to become a CAP C

- 1 - Sign a non-disclosure agreement
- 2 - Submit an annual business and marketing plan to your local Crossbeam representative
- 3 - Sign your CAP C agreement (co-signed by your local Crossbeam distributor)
- 4 - Train your sales team on Crossbeam solutions
- 5 - Certify two engineers on Crossbeam C-Series solutions

Crossbeam Authorized Partner X (CAP X)

CAP X members direct their efforts at the large-enterprise and service-provider markets. **CAP X** members must have the ability to generate and meet demand for Crossbeam products and solutions. They also typically offer capabilities for designing and implementing medium-to-large security solutions within the large-enterprise and service-provider networks. Partners at this level are expected to meet revenue volume commitments.

CAP X members are required to have individuals certified in sales, pre-sales, and post-sales and to invest in X-Series demonstration equipment.

CAP X members may gain Crossbeam services accreditation through the CASP program. By being a CASP, you receive higher discounts on Crossbeam services and can provide first- and second-level service and support on Crossbeam solutions.

In return for this level of commitment, **CAP X** members receive a **higher level of sales and services benefits** through incremental product and services discounts, **free training**, eligibility for **marketing funds** (or a **free C10** security services switch demo unit), **discounts** on X-Series and C-Series **demo equipment**, and access to the Crossbeam **Partner Web**.

How to become a CAP X

- 1 - Sign a non-disclosure agreement
- 2 - Submit an annual business and marketing plan to your local Crossbeam representative
- 3 - Sign your CAP X agreement (co-signed by your local Crossbeam distributor)
- 4 - Train your sales team on Crossbeam solutions
- 5 - Certify two engineers on Crossbeam X-Series products
- 6 - Equip your lab with a Crossbeam X-Series demo kit

Crossbeam Authorized Partner (CAP)

Our entry-level designation, the **CAP**, is available for resellers who target small and medium enterprises (SMEs) and are looking to establish an initial relationship with Crossbeam. **CAP** members are entitled to a series of key benefits, such as access to our secure **Partner Web** site (for sales, marketing, and product information), **discounts** on **demonstration equipment**, and **special C-Series discounts**.

How to become a CAP

- 1 - Sign a non-disclosure agreement
- 2 - Submit an annual business and marketing plan to your local Crossbeam representative
- 3 - Sign your CAP agreement (co-signed by your local Crossbeam distributor)
- 4 - Train your sales and technical teams on Crossbeam solutions

Through our CASP program, we have formulated a comprehensive, but flexible portfolio of end-to-end service offerings to help you effectively sell and service the Crossbeam solution. We have built an experienced support team that recognizes the importance of being proactive and responsive to your support needs.



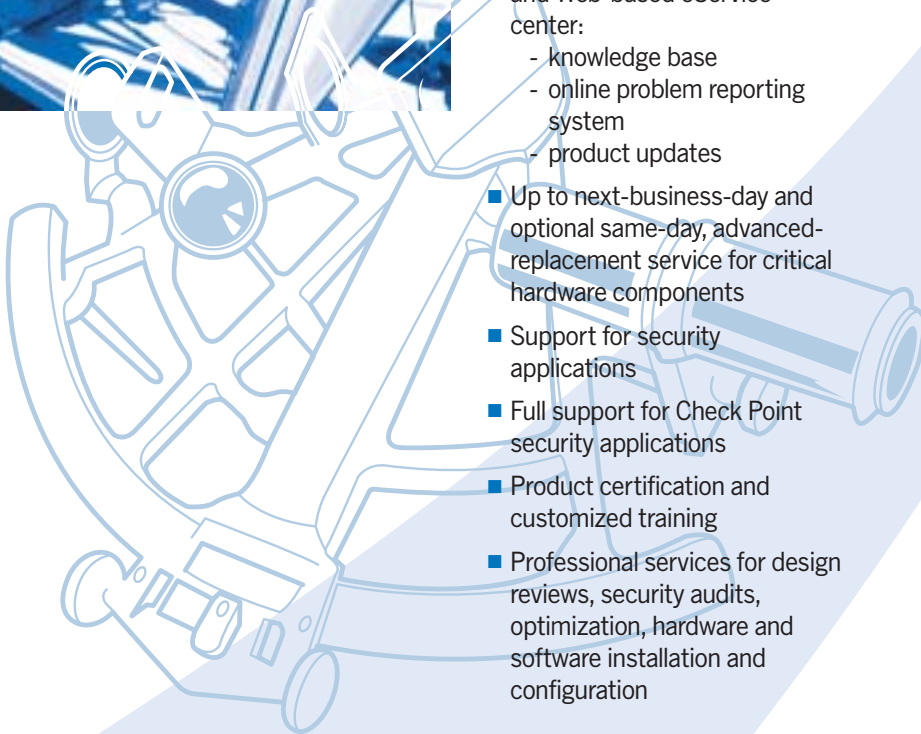
Crossbeam Accredited Service Partner (CASP)

Key benefits of our CASP program include:

- Special discount on Crossbeam services
- Up to 24 x 7 technical support services and access to our technical support specialists and Web-based eService center:
 - knowledge base
 - online problem reporting system
 - product updates
- Up to next-business-day and optional same-day, advanced-replacement service for critical hardware components
- Support for security applications
- Full support for Check Point security applications
- Product certification and customized training
- Professional services for design reviews, security audits, optimization, hardware and software installation and configuration

Requirements for becoming a CASP

- Invest in training your technical staff — a minimum of two certified engineers is required for both the X and C-Series product lines
- Purchase Crossbeam lab equipment (at least one C-Series platform and one X-Series chassis, fully loaded)
- Deliver post-sales technical support including on-site installation service, hardware and software upgrades, and real time remote support services via the phone, Web, or email
- Provide hardware replacement services



For more information
on how to join the CAPP,
please contact your local Crossbeam
representative or distributor,
or email:
partner@crossbeamsystems.com

Crossbeam Systems Authorized Partner Program

At a glance



CAPP Requirements & Benefits	CAP	CAP C	CAP X
SE certification	N/A	2	2
Training	Free sales & technical overview	Order number, CBS-TRNG-COS-L1	Free of charge
Marketing funds	N/A	Via distributor's MDF	Free C10 or \$2,000 + distributor's MDF
NDA	x	x	x
Beta site	N/A	x	x
Business plan	12 months	12 months	12 months
Expected annual volume	N/A	\$250K per year	\$1M per year
Demo systems (purchase & discount)	Optional 50% discount on C-Series	One free C10 system and optional 50% discount on C30/C30i	Mandatory X-Series demo unit (50% discount) Optional: 50% discount on C-Series
Extranet access	x	x	x
Access to technical support center	Based on maintenance services purchased	Based on maintenance services purchased	Based on maintenance services purchased
Access to Crossbeam knowledge base	Based on maintenance services purchased	Based on maintenance services purchased	Based on maintenance services purchased
Marketing programs & support			
- Lead-generation programs	N/A	x	x
- Seminars	N/A	x	x
- Partner events	N/A	x	x
- Crossbeam newsletter	x	x	x
- Joint marketing	N/A	x	x
Product discount	Special discount	Special discount	Special discount
End-user services discount	Special discount	Special discount	Special discount
Sales discount for CASP	N/A	Special discount	Special discount