

Mimosa's Premier Partner Program Frequently Asked Questions

Background

Partners are a key component to Mimosa's continued success, assisting our customers worldwide with important decisions about designing, testing, deploying and integrating networks, and providing service and support of Mimosa products in country. The Premier Partner Program is a global program designed to create value for partners by anticipating your needs with a goal of helping you grow. The feature-rich program rewards your accomplishments and has four distinct tiers to ensure you receive the benefits and support you need to scale your business.

General Questions

Q: *Where can I learn more about the program features?*

A: There are two places where you can learn more about this program. The Premier Partner Program brochure details the expectations and benefits of the program, and how you can work their way through the tiers.



Online

partners@mimosa.co

www.mimosa.co/partnerprogram

Q: *If I am an existing Mimosa partner, what do I need to do to take advantage of this program?*

A: Please complete the form on the [Become A Partner](#) page. Someone from our team will follow-up within 24-48 hours.



Phone

+ 1 408 628 1277

Q: *If I am a new partner what do I need to do in order to take advantage of this program?*

A: All new partners must first agree to the terms and conditions of the program and make a purchase from an authorized distributor of \$2,000 USD or more. To learn more, please complete the form on the [Become A Partner](#) page.



Mimosa Networks

469 El Camino Real, Suite 100
Santa Clara, CA 95050

Q: *I submitted my application, how long does it take to hear back and gain access to the program?*

A: Our typical turnaround time for onboarding partners is 3-5 days upon receiving your application. If there are any questions about your eligibility, we may have one of our team members follow-up to make sure this program is a good fit for your needs. You will then receive an email from the Channel Marketing team walking you through the onboarding process!

PREMIER Partner Program

Q: How do we know all partners are being evaluated equally in the selection process?

A: Partners can be confident in the online system which manages the program. All partners must meet the minimum qualifications of completing agreeing to the terms of the partner contract and making a purchase of at least \$2,000 USD from an authorized Mimosa distributor. You will have 30 days after gaining access to the portal to meet these requirements. Furthermore, the portal has automated rules in place to manage and monitor partner performance, and grants you access to benefits as you work your way through the tiers of the program.

Q: What are some of the perks I receive as a member of the Premier Partner Program?

A: The following is a quick list of the key benefits you will receive as a member of the program:

1. Access to the Portal – our Partner Portal contains everything you need to be successful at positioning and marketing the Mimosa products to your end users!
2. Deal Registration - opportunity to receive discounts when registering deals for a specific project (more information to follow in subsequent questions)
3. Not for Resale (NFR) Requests – once per calendar year, you may request one set of qualifying Mimosa products at a discounted rate.
4. Dedicated Support from Mimosa’s Sales and Marketing Teams

Q: What constitutes a qualifying opportunity for Deal Registration?

A: Qualifying opportunities must be valued at \$5,000 to \$24,999 MSRP for the partner to get a 3% discount. For all deals valued at \$25,000 to \$99,999 MSRP, the partner will get a 5% discount. For all deals valued at \$100,000+ MSRP, the partner will get a 7% discount. There are additional guidelines for our Deal Registration process which are available in the Partner Agreement, as well as available through the partner portal. Additional Deal Registration FAQs are also available through the Partner Portal.

Q: I see how the Premier Partner Program helps Mimosa, but how is Mimosa helping to grow my business?

A: Mimosa, now a division of Airspan Networks, is the global technology leader in fiber-fast wireless broadband, enabling service providers to connect dense urban and hard-to-reach rural homes at a fraction of the cost of fiber-to-the-premises solutions. Founded in 2012 by Silicon Valley veterans, Mimosa is deployed around the globe, and we are excited to partner with you to deliver the connectivity that your bandwidth-hungry customers demand with unmatched price-performance.