

COMMScope®



PartnerPRO®
N E T W O R K

The world's networks count on CommScope

CommScope, and our customers, count on the PartnerPRO Network

Join the PartnerPRO® Network

CommScope's global expertise combined with your local insight.

The complexity of today's network technology is increasing exponentially. Your customers face more decisions and challenges than ever, and you find yourself in a more competitive and dynamic environment. In this new marketplace, an experienced, trusted partner—delivering industry leading solutions—is an asset our customers value.

We know you have the expertise, so let's put the power of CommScope solutions in your corner as well.

PartnerPRO®
N E T W O R K



The PartnerPRO Network: More for you and your customers

The PartnerPRO Network is designed to help our Partners find new revenue opportunities in today's competitive global marketplace. A partnership with CommScope gives you a unique opportunity to begin from a position of instant brand recognition and greater trust—especially with new customers. Partnership enables you to be among the first to offer your customers the latest technologies and innovative solutions from CommScope that can improve network performance, capacity and cost.

Customers trust CommScope solutions to help them navigate the challenges of network expansion and business growth—and our PartnerPRO Network members trust us to provide exclusive access to a variety of benefits designed to help take their businesses to the next level.

Partnership with CommScope offers you:

- Expanded visibility across a global customer network
- Access to projects requiring CommScope certification(s)
- Opportunity to offer CommScope warranties
- Early adoption of the latest CommScope solutions and technologies
- Anytime access to online education and training
- Best practice assistance on the latest design, installation and maintenance techniques
- Peer-to-peer support from a diverse, global ecosystem
- Access to the global CommScope PartnerPRO Portal (CPP)
- Access to participate in available incentive programs

Why not give your business every opportunity to succeed?

Partnering with a global leader is an ideal way for you to stand out from the competition and protect your bottom line.



A modular approach to partnering based on customer demand and your business model

The PartnerPRO Network structure provides our customers access to the right partner based on their needs.

For our Partners, our structure allows you to select the right relationship with CommScope based on your business model and expertise.

Today, we support six Partner types—each representing a different kind of dependable relationship with CommScope.



CommScope has built programs around our six Partner types to support our market solutions. Each program is designed to help our Partners stand out and offer more value to our joint customers.

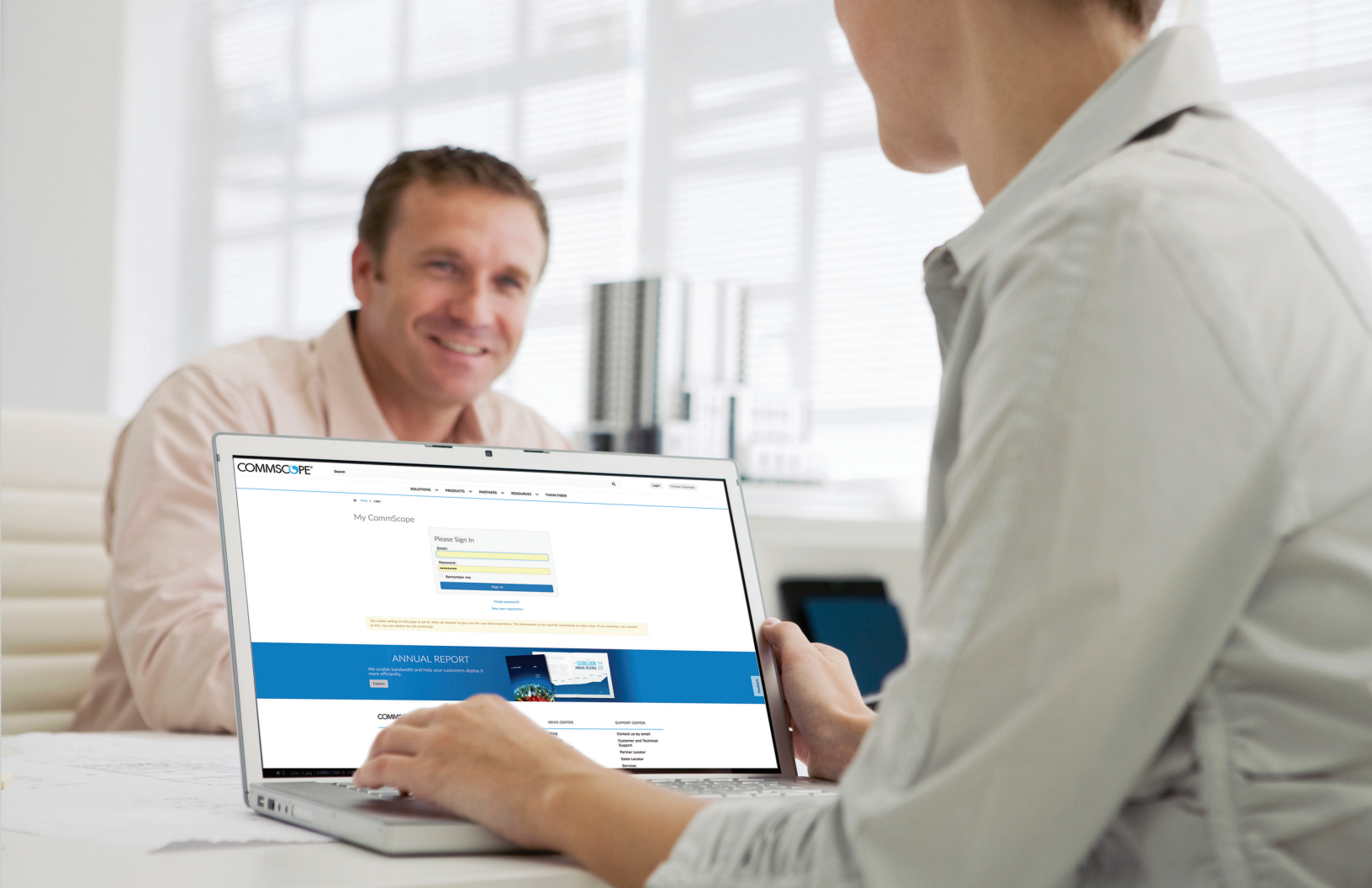
Where indicated, we offer a program:

- **Distributors:** Organizations focused on the complex logistics of stocking and distributing CommScope's solutions around the globe. Our network helps customers stay on schedule and on budget.
- **Installers:** Local experts who understand the regional specifications that impact your network. Our training and certification programs provide assurance that customers will receive consistent, reliable service.
- **Integrators:** Organizations that integrate our solutions with other technology to address the network owners' complex issues.
- **Consultants:** Help ensure every aspect of the customer's network is designed for excellent quality and performance.
- **Alliances:** Industry leaders focused on developing value for our customers, together.
- **Specialists:** Companies who provide task-based or customer-specific services with the consistent quality CommScope customers expect.

Partner Type	CommScope Solutions					
	SYSTIMAX®	NETCONNECT	UNIPRISE	IBW	ImVision®	Multi Tenant Data Center
Installer Select/Premier	✓	✓	✓	✓		
Distributor	Distributors are provided tiered access to CommScope solutions with some variance by region. See your regional Partner team for more detail.					
Alliance Select/Premier						✓
Specialist				✓		
Integrators & Consultants are distinguished by the accreditations they achieve.						
Integrator Select/Premier	✓				✓	
Consultant Select/Premier	✓				✓	

Select and Premier—two levels of engagement

The PartnerPRO Network offers two levels of authorization for a majority of our programs: Premier and Select. Your designation depends on your training, experience, relationship with CommScope and our shared ability to generate value.



As a member of the PartnerPRO Network, you'll have the technology and support to take on and complete larger and more challenging projects.

Boost your revenues *and* reputation

Because CommScope is an end-to-end solutions provider, you'll also have a clear advantage when bidding on projects where no manufacturer is specified. And, best of all, you can market CommScope's product warranties, which rank among the best in the business. Customers love having that peace of mind.



Elevate your market presence

Today's network infrastructure market has entered the age of specialization. Projects are smaller, more specific and more numerous. Your competitive environment is more crowded and noisy. It's harder than ever to gain the visibility needed to stand apart and develop viable new revenue streams.

Becoming a CommScope PartnerPRO member enables you to rise above the noise to compete on a global level. We provide the worldwide network, support and business opportunities to grow your revenue, build stronger customer relationships and grab a bigger piece of the pie.

It's more important than ever to stand out from the competition.

75% of the

FORTUNE 100

TRUST

COMMSCOPE



We believe:

COLLABORATION

between Partner, CommScope and customer—sharing the goal of SOLVING A PROBLEM—is the best way to bring CommScope solutions to market.

COMPETITIVE ADVANTAGE

is the reason CommScope, Partners and customers participate in this best-in-class, globally consistent Partner network.

SUCCESS FOR ALL

depends on CommScope treating Partners as an extension of ourselves, so we can work together, depend on each other and trust each other as one unified team.

This is why we Partner. Welcome to the PartnerPRO Network.



Take the next step and propel your business forward

CommScope invites you to learn more about the PartnerPRO Network and what it could mean for your customers—as well as for your bottom line. Together, we can provide a new standard of global expertise with local insight, building more opportunities for growth, revenue and customer relationships around the world.

The right people, the right solutions:
the right decision.

To learn more about the PartnerPRO Network,
visit www.commscope.com/PartnerPRO.

Everyone communicates. It's the essence of the human experience. *How* we communicate is evolving. Technology is reshaping the way we live, learn and thrive. The epicenter of this transformation is the network—our passion. Our experts are rethinking the purpose, role and usage of networks to help our customers increase bandwidth, expand capacity, enhance efficiency, speed deployment and simplify migration. From remote cell sites to massive sports arenas, from busy airports to state-of-the-art data centers—we provide the essential expertise and vital infrastructure your business needs to succeed. The world's most advanced networks rely on CommScope connectivity.



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Visit our website or contact your local CommScope representative for more information.

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