PARTNERSHIP PROGRAMS

MikroTik User Meeting MUM 2010
Bogota, Colombia
November 18-19

Partnership Programs

SUPPORT

- CONSULTANTS
- TRAINERS

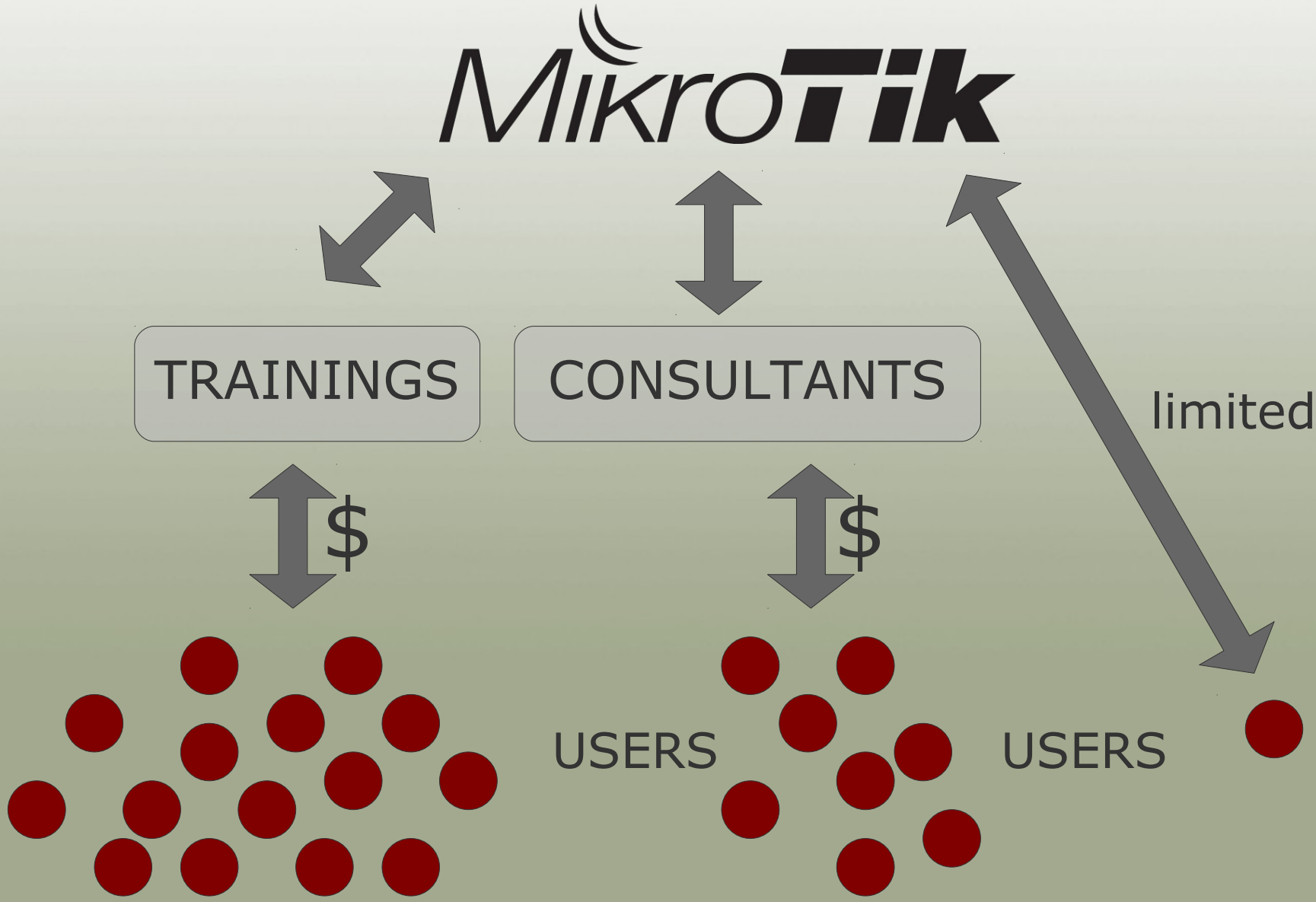
SALES

- DISTRIBUTORS
- RESELLERS

PRODUCTION - Made for MikroTik

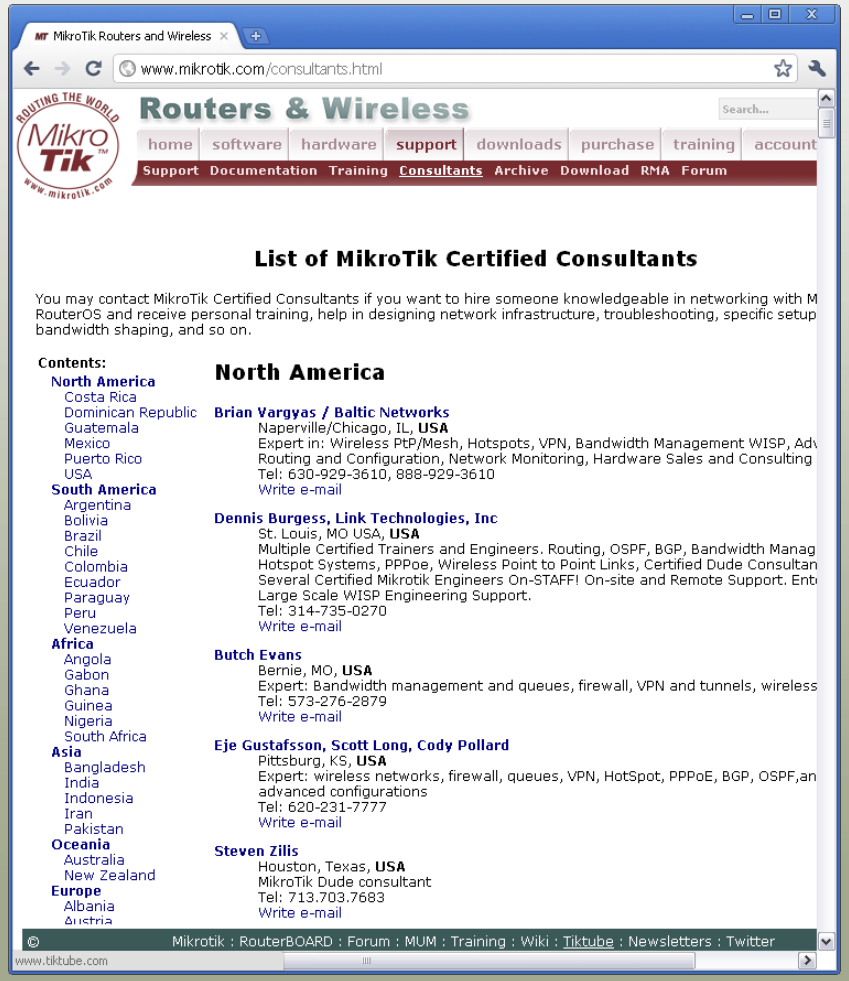
- INTEGRATORS
- ACCESSORIES
- SOFTWARE

MikroTik Support



MikroTik Consultants

- ✔ Have expertise in RouterOS software and RouterBOARD hardware
- ✔ Are or have been working on their own networks
- ✔ Have attended MikroTik Training and have passed certification



http://www.mikrotik.com/consultants.html

MikroTik Training

- ✔ Developed and provided by MikroTik Certified Trainers
- ✔ MikroTik helps promoting the training in webpage and through e-mail announcements to the registered users
- ✔ MikroTik offers certification tests

http://www.mikrotik.com/training/

Approved MikroTik Training/Certification types

- ✔ Network Associate **MTCNA**
- ✔ Routing Engineer **MTCRE**
- ✔ Wireless Engineer **MTCWE**
- ✔ Traffic Control Engineer **MTCTCE**
- ✔ User Management Engineer **MTCUME**
- ✔ Inter-Networking Engineer **MTCINE**

certificate format

10 09 NA 001

year month type number

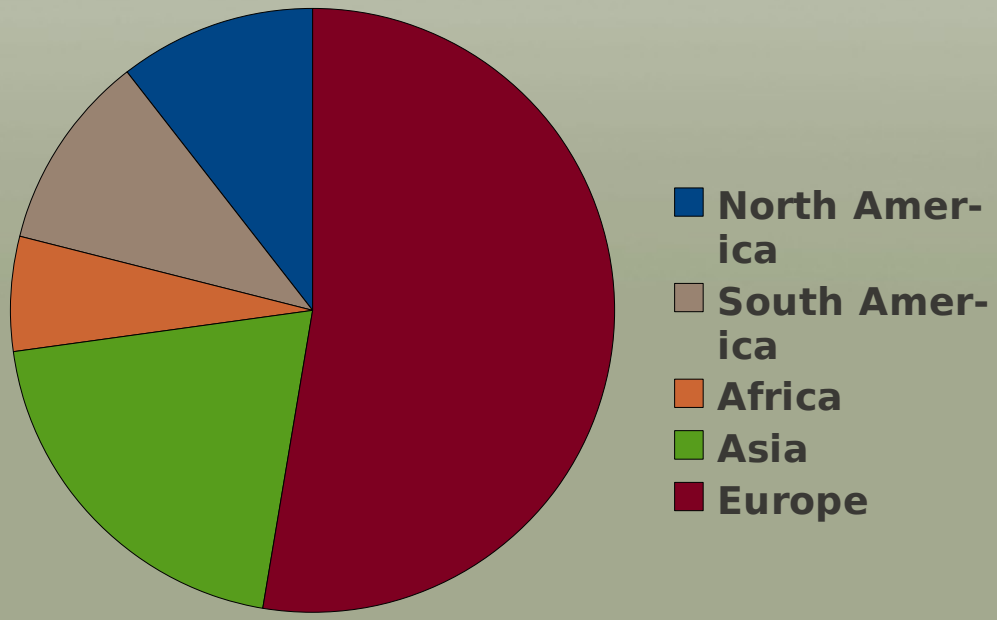
How to become a Training partner?

- ✔ Have motivation and resources to provide the training
- ✔ Obtain **MTCNA** and at least one of advanced certifications (**MTCRE**, **MTCWE**, etc.),
  score at least **75%**
- ✔ Pass **Training for Trainers** course organized by MikroTik

MikroTik Training - Overview

MikroTik has **117** Certified Training Partners worldwide

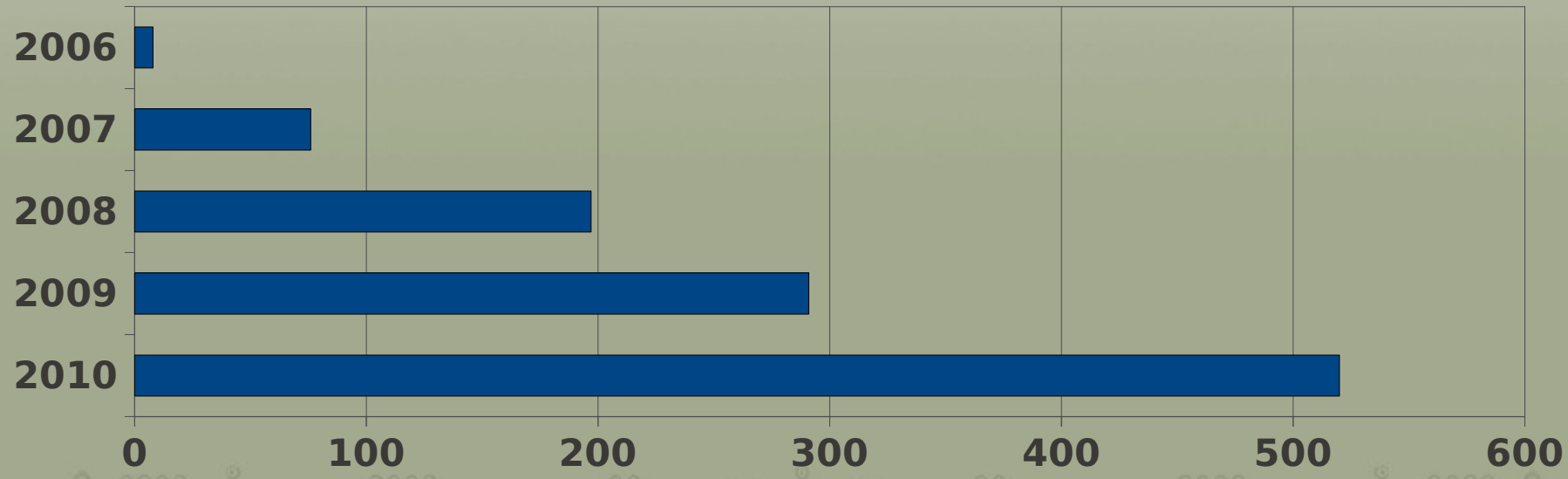
- ✔ North America **12** – USA, Mexico, Puerto Rico ...
- ✔ South America **12** – Argentina, Brazil, Ecuador, ...
- ✔ Africa **7** – Cameroon, Gabon, Nigeria, South Africa, ...
- ✔ Asia **26** – China, Indonesia, Malaysia, ...
- ✔ Europe **60** – Czech Republic, Germany, Italy, Poland, ...



MikroTik Training - Overview

More than **1000** registered training classes have been held by our Training Partners so far

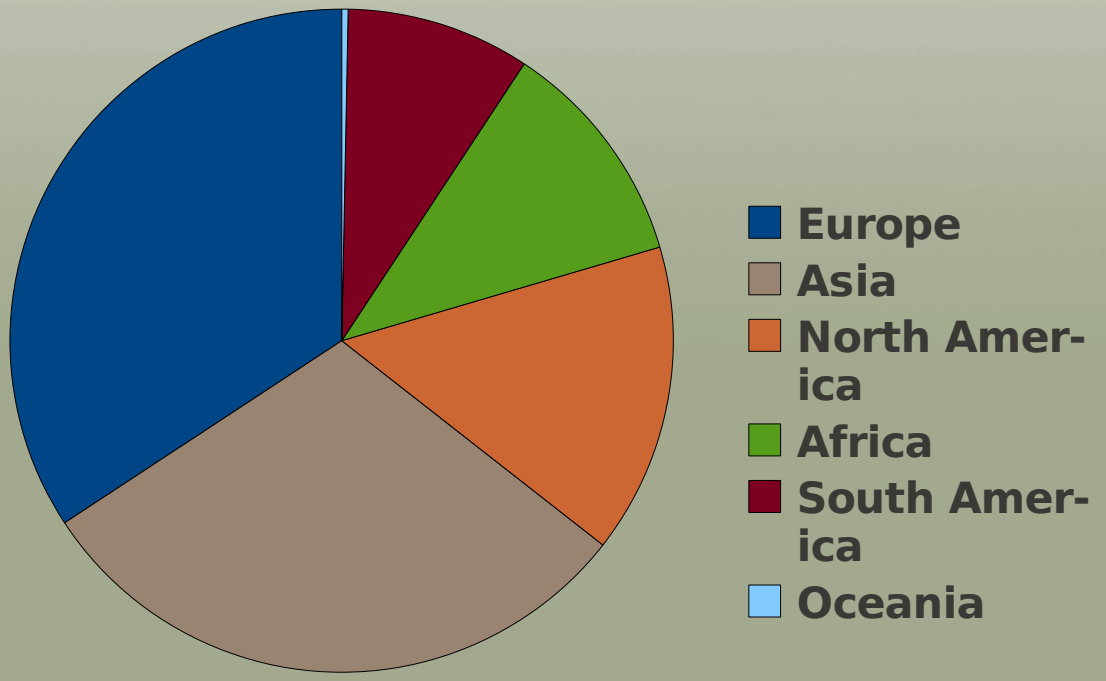
- ✔ **8** in year 2006
- ✔ **76** in 2007
- ✔ **197** in 2008
- ✔ **291** in 2009
- ✔ **445** so far in 2010
- ✔ more than **70** scheduled for the rest of the year



MikroTik Training - Overview

Issued MikroTik Training certificates by regions

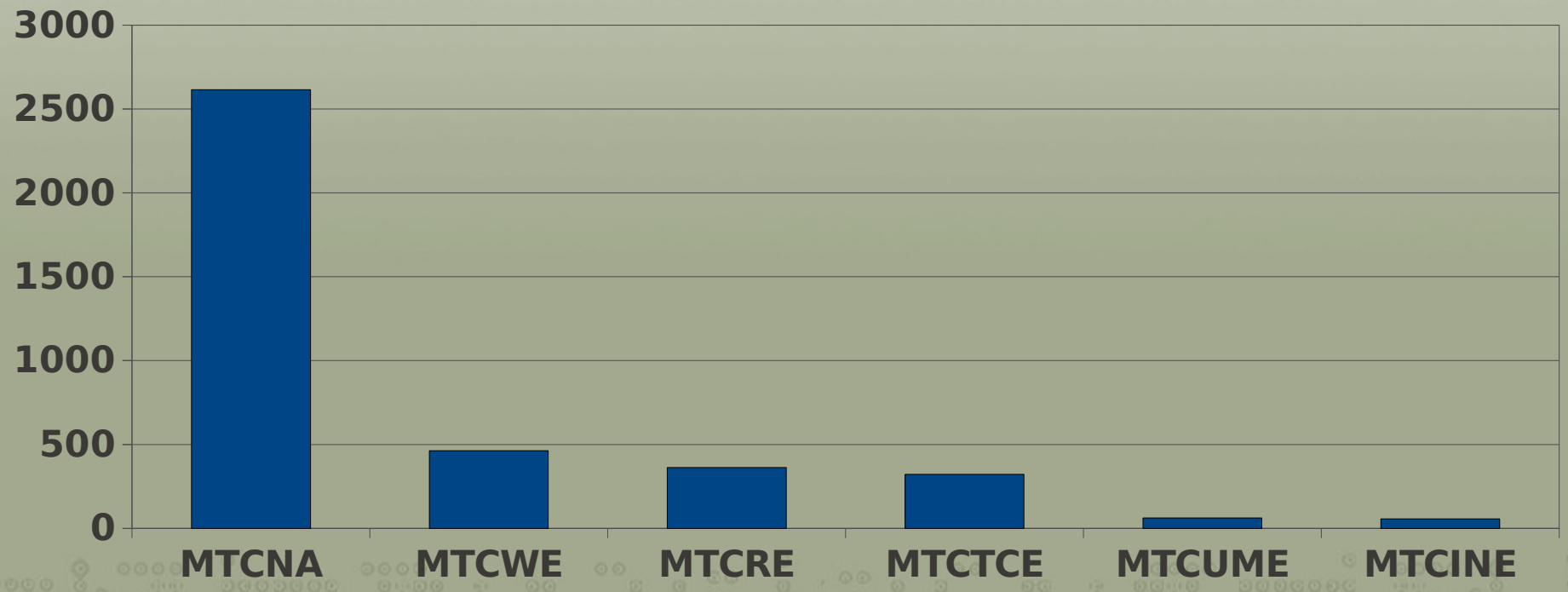
- ✔ Europe **1555**
- ✔ Asia **1369**
- ✔ North America **686**
- ✔ Africa **507**
- ✔ South America **407**
- ✔ Oceania **14**



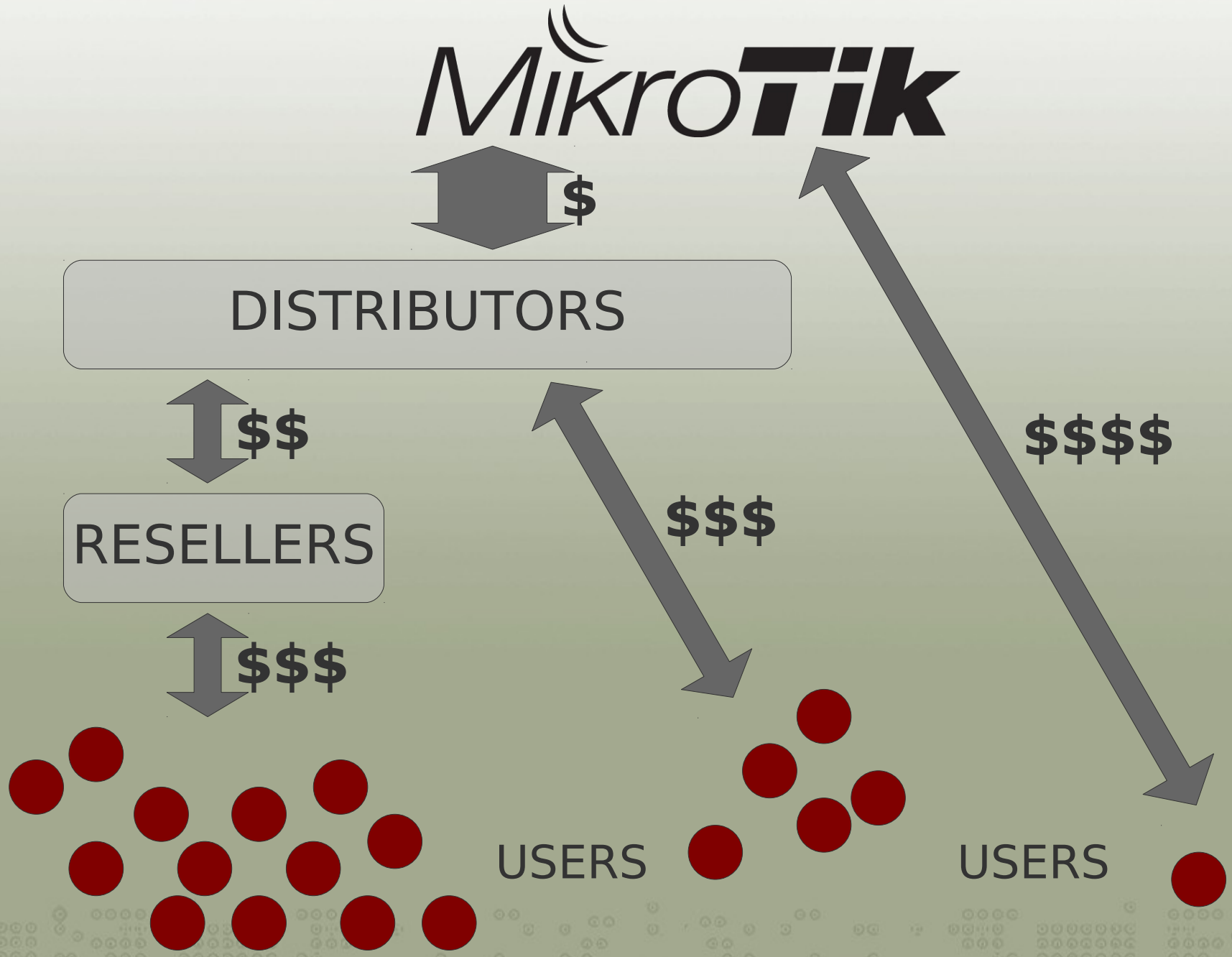
Overview

Issued MikroTik Training certificates by type

- ✔ **MTCNA** network associate **2616**
- ✔ **MTCWE** wireless engineer **463**
- ✔ **MTCRE** routing engineer **363**
- ✔ **MTCTCE** traffic control engineer **322**
- ✔ **MTCUME** user magagement **62**
- ✔ **MTCINE** inter-networking engineer **57**



MikroTik Sales



Why to work through distributors and resellers?

- ✔ better prices
- ✔ shorter lead times
- ✔ local support in native language
- ✔ flexible sales policy

MikroTik Distributors

- ✔ place orders directly with MikroTik
- ✔ sell MikroTik products to resellers and end users

REQUIREMENTS

- ✔ MikroTik products related webpage
- ✔ At least one MikroTik Certified Engineer in the company
- ✔ purchase volumes

http://www.mikrotik.com/howtobuy.html

http://www.routerboard.com/sales.html

MikroTik Resellers

- ✔ purchase products from MikroTik Distributors (no direct purchases from MikroTik)
- ✔ sell MikroTik products to end users

REQUIREMENTS

- ✔ MikroTik products related webpage
- ✔ At least one MikroTik Certified Engineer in the company

http://www.mikrotik.com/howtobuy.html

http://www.routerboard.com/sales.html

INTEGRATORS

http://www.mikrotik.com/mfm.php

companies who make turnkey solutions based on Mikrotik RouterBOARD and RouterOS, their products include:

- assembled CPE/AP devices
- preinstalled Integrated antennas
- Rackmount solutions assembled for and with RouterOS
- etc.

ACCESSORY MAKERS

http://www.mikrotik.com/mfm.php

are 'Made for Mikrotik' approved companies, who make accessories specially for MikroTik products. This includes:

- RouterBOARD compatible cases
- outdoor antennas
- etc.

SOFTWARE DEVELOPERS

http://www.mikrotik.com/mfm.php

are 'Made for Mikrotik' approved companies, who have made software applications to be used with RouterOS

- MikroManage
- TikBox
- more awaited...

Benefits

DISTRIBUTORS & TRAINERS

Trained customers lead to:

- increase in sales
- less support requests
- more feedback

Thank you for the attention!

Questions?