

DZS FiberLAN Value Added Reseller (VAR) Certification & Onboarding Process (UK & Ireland)

This document is to confirm the onboarding and certification process for FiberLAN Value Added Resellers.

After Connectix identify a potential new VAR customer the following steps should be taken:

1. Connectix must sign an NDA with the potential VAR.
2. DZS will support Connectix and VAR with:
 - a. Participation in calls or face-to-face meetings with the potential VAR.
 - b. Provide FiberLAN Sales Training for the VAR.
 - c. Provide BOMs and quotes for current projects.
 - d. Participation in calls with the VAR end-customers.

All these actions are of course free of charge.

The DZS FiberLAN Reseller requirements:

3. The VAR must take the 'FiberLAN Resellers Operations and Maintenance' course.
 - a. This course is designed to provide the student with the basic skills necessary to configure, provisions services, operate and maintain FiberLAN products in the network. This is a blended learning course containing a mandatory self-paced course (3 to 4 hours) with a one hour follow up virtual classroom session with a DZS Support Engineer.
 - b. This course will be charged to the VAR at a rate of £449.00 per student. It is advisable that two VAR technicians with basic IP network experience attend.
 - c. Connectix have the option of charging the fee to the VAR or providing a project discount to the VAR for the equivalent amount.

DZS FiberLAN Elite Partner requirements:

4. Assuming the VAR wins a project and wants to offer services like network monitoring, fault analysis and such, the VAR must become a fully certified FiberLAN Elite Partner VAR. DZS offers two certification trainings that include lab/demo equipment for the VAR.
 - a. FIBERLAN-VAR-CERTIFICATION-PACKAGE-BASIC-EU/UK is a basic set of GPON equipment including management software, OLT and ONTs plus a two-day training course and one day on-site installation and configuration and provisioning support.
 - b. FIBERLAN-VAR-CERTIFICATION-PACKAGE-HIGHEND-EU/UK is a high end set of a chassis based XGS/GPON equipment including management software, GPON and XGS-PON ONTs plus a two-day training course and one day on-site installation and configuration and provisioning support.
 - c. The certification packages consist of the following items/product codes:

FIBERLAN-VAR-CERTIFICATION-PACKAGE-BASIC-EU/UK:
 MXK-F108-AC-EU/UK + MXK-GPON-SFP-B+-RSSI + SFP-FE/GE-TP-RJ45 + ZNID-GPON-2101HP-DC + HX-2424GN-EU/UK + HX-2629GN-00 + HX-2804GN-00 + ZNID-GPON-2804P2-WDC + ZNID-PWR-21XX-48V-30W-EU/UK + HX-PWR-54V-250W-EU/UK + ZNID-PWR-2600-48V-150W-EU/UK+ ZNID-PWR-2600-54V-80W-EU7UK + DZS-ZMS-BASE + SVC-PROF-ED-FIBERLAN-BL (10 units) + SVC-PROF-ED-PRIVATE-1D + FiberLAN official certification.
 Total cost for the VAR is £5,899.00 (List price is £24,276.00).

FIBERLAN-VAR-CERTIFICATION-PACKAGE-HIGHEND-EU/UK:
 V2-CHASSIS-AC-EU/UK + SW-SYS-VX-R3.4.2 + V-MC-AETG2-TOP-NC + V-MC-BLANK + V2-LC-NGPC16-5 + SW-LIC-VX-LC-COMBO + XGS-GP-COMBO-SFP+-C+-N2-OLT-I + XCVR-GPON-SFP-B+-RSSI + SFP-10G-RJ45-I + SFP-FE/GE-TP-RJ45 + ZNID-GPON-2101HP-DC + HX-5222XG-EU/UK + HX-2629GN-00 + ZNID-10GS-5205P-EU/UK + EU/UK + HX-PWR-54V-250W-EU/UK + ZNID-PWR-2600-54V-80W-EU/UK + DZS-ZMS-BASE + SVC-PROF-ED-FIBERLAN-BL (10 units) + SVC-PROF-ED-PRIVATE-1D + FiberLAN official certification.
 Total cost for the VAR is £11,499 (List price is £47,514.00).
 - d. Connectix have the option of charging the VAR for the certification courses and equipment or providing a project discount to the VAR for the equivalent amount.

5. Instead of the certification packages the VAR can also buy these services from fully certified VARs with lab equipment and outsource the configuration, service provisioning, monitoring services to fully certified VARs.

If you have any further questions or need more detailed information, please contact:

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