



Partner Program

Overview



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Celona Frequency Partner Program

To address the surging private 5G demand, and to enable global partners to speed their time to market with the Celona 5G LAN solution tailored to the enterprise, Celona introduces the Frequency Partner Program. This overview highlights the customer benefits, partner benefits and global opportunities offered with Celona Frequency.

Program Highlights:

1. Global Partner Network:

Celona Frequency has a network of over 150 partners worldwide and growing, allowing us to support enterprise customers with their preferred and trusted wireless solution and Industrial IoT partners.

2. Tiered Partner Program:

We have introduced a structured tier system that provides differentiated benefits tailored to our partners' capabilities and market focus.

3. Dedicated Support Teams:

Celona Frequency provides partners with layered support from channel sales, engineering, and marketing teams to facilitate goal achievement and expedited growth.

4. Enhanced Enablement Tools:

Comprehensive certification program, training resources and partner engagement tools that empower partners to successfully integrate and market the Celona 5G LAN solution.



Celona's expanded partner program comes at a pivotal time, as enterprise demand for private 5G is accelerating rapidly. The new tiered structure, advanced training resources, and global distribution will help us deliver cutting-edge private wireless solutions to our strategic customers.



— Joel Mora, Senior Global Account Manager, GDT .

Detailed Description of the Celona Frequency Partner Program:

The Celona Frequency Partner Program is designed to streamline and simplify the adoption of private 5G technology for enterprises. We aim to reduce friction and complexity from deployments, promoting smoother transitions toward a modern wireless infrastructure suited for smart automation and operational efficiency.

The cornerstone of the Celona Frequency Partner Program is a tiered structure, which includes:

1. Global Frequency Partner:

This tier is for large MNO, GSI, MVNO and distribution partners with global reach. Benefits include channel sales and engineering support, as well as joint marketing programs on the Celona 5G LAN portfolio.

2. Preferred Frequency Partner:

Targeted at VAR and SI partners with demonstrated expertise and capabilities in private cellular. Similar benefits to Global Solution Partners but tailored for regional partners.

3. Frequency Partner:

In this foundational tier, partners have access to formal training, certification, and a wealth of online resources to support their private 5G go-to-market initiatives.

Certifications:

To elevate our partners' service offerings, we provide two specialized add-on certifications:

1. Celona Managed Service Provider:

Designed for partners offering Celona 5G LAN as a managed service. This certification ensures technical competency, the capability to provide Level 1 and Level 2 support, and the ability to establish Service Level Agreements (SLAs) for performance commitments to customers.

2. Celona Security Partner:

Given in conjunction with our secure Celona Aerloc architecture, this certification is for partners collaborating with leading enterprise security organizations like Palo Alto Networks, Zscaler, and Fortinet to enhance security integration into enterprise wireless network solutions.

Benefits:

Partner Benefits:

- Stake new ground in the rapidly growing private 5G market
- Access certifications and training tools to elevate core offerings
- Open pathways to increased profitability and customer satisfaction
- Create opportunities to sell Celona 5G LAN solution globally
- Leverage Celona Frequency Community and tools
- Join Frequency Partner Advisory Council

Customer Benefits:

- A modern wireless architecture with significant increases in range & reliability
- Deploys with Wi-Fi like simplicity
- Integrates seamlessly into existing enterprise IT and OT networks
- No compromise zero-trust security architecture
- Broad spectrum support for global deployment needs
- Delivered through your preferred regional and global integration partners

Conclusion:

The Celona Frequency Partner Program is poised to drive significant growth and innovation in the private 5G space. By equipping our partners with the right products, tools, support, and structure, our goal is to enhance both partner and customer experiences while meeting the increasing demand for modern wireless solutions to drive Industry 4.0.