

NETSCOUT Launches New Global, Multi-Tiered Enterprise Channel Partner Program

2016-04-12

CONNECT360 Enables Partners Worldwide to Resell NETSCOUT's Extensive Portfolio of Market-Leading Service Assurance Solutions and Portable Network Analysis and Troubleshooting Tools to Enterprise Customers

WESTFORD, Mass.--(BUSINESS WIRE)--Apr. 12, 2016-- **NETSCOUT SYSTEMS, INC.** (NASDAQ:NTCT), a market leader in service assurance and cybersecurity solutions, today announced the launch of its unified global enterprise channel partner program. CONNECT360 is a channel-friendly, multi-tiered program that enables global and regional partners to market NETSCOUT's entire enterprise product portfolio spanning service assurance solutions and portable network analysis and troubleshooting tools. This world-class channel partner program is designed to drive top-line revenue and profitability for both partners and NETSCOUT alike.

CONNECT360 is a multi-tiered program for any NETSCOUT Enterprise Systems or Handheld Network Test Solutions partner. It is designed to enable highly-valued partners to sell more effectively and profitably by providing access to sales and technical resources that they need to be successful. The MyNETSCOUT partner portal provides partners with a convenient, one-stop online destination for accessing the NETSCOUT solution knowledgebase, obtaining collateral materials, registering sales opportunities and applying for marketing event funds. As part of CONNECT360, a global, channel management team will be dedicated to supporting all authorized partners, including training, enablement and certification of the partner base and assisting when necessary on a pre-sales and post-sales basis.

"The introduction of the CONNECT360 channel partner program is a momentous occasion for NETSCOUT because it unifies previously separate channel strategies across our enterprise network product lines and provides a strong foundation for building stronger relationships with our most valued partners," stated Gary Staley, vice president of world-wide channel sales for NETSCOUT. "As a result of NETSCOUT's acquisition of the Danaher Communications

business in mid-2015, we now have an even broader range of market-leading products and technologies that we can offer to our customers through our extensive channel network. This program will be a major driver of our vision for the future, helping the company to efficiently scale its business and address customer demand worldwide. "

"We're very excited about NETSCOUT's new channel partner program, which truly is a win-win for our businesses," explained Andreas Schlechter, owner and general manager for Telonic GmbH. "The program allows us to partner with a world-class company and provides extraordinary value to our customer base. By combining our unique channel skills and NETSCOUT's industry-leading products, we're able to connect customers to the right solutions, giving them critical insights into their network performance."

"The CONNECT360 multi-tier program is channel-friendly and offers the flexibility and incentives channel partners need to grow their business faster and more profitably," said Eric Kohl, executive director, Advanced Solutions, Ingram Micro. "In addition to a growing portfolio of products, NETSCOUT and Ingram Micro provide channel partners with pre- and post-sales support services, as well as field marketing and enablement programs that will help expand their business. We're pleased to serve as a NETSCOUT preferred distribution partner."

NETSCOUT's CONNECT360 channel partner program offers critical advantages, including:

- Investment-based tiers
- Structured training and enablement
- Annual certification
- Dedicated channel account team

"Distribution, both two tier and single tier, is key to a vendor's ability to reach all segments of their addressable market. Acquisitions often focus on merging products, technologies, and personnel and neglect channel. With the introduction of CONNECT360, NETSCOUT has taken the time and focus to ensure that the channel partnerships brought on board with the acquisition of Danaher's Communications business, not only weather the transition, but are strengthened and expanded to the benefit of NETSCOUT, its channel partners and its end customers," said Jennifer Clark, vice president, Networking, for 451 Research. "CONNECT360 should greatly increase NETSCOUT's international reach and presence and provide new, critical, cross-selling opportunities."

About TELONIC

TELONIC GmbH has more than 30 years of experience in the IT-Systems and measurement engineering branches. Due to our "know how" and quality of service we have become one of the leading System Integrators in Germany. TELONIC employs 90 people in six different locations throughout Germany. As a privately owned company, we are committed to our long tradition and consistency, in which we wish to perform excellently on a daily basis. Our services include the planning, implementation and operation of innovative networks and monitoring solutions. We

see our challenge in the uniting of heterogeneous information-carriers and diverse network infrastructures into a harmoniously self-contained system and to monitor these as such. TELONIC permanently invests in its own infrastructure and employee training to ensure optimal customer service. With our 7x24 IP Network Services, a chain of specialists at the ready and labs equipped with hardware and software, our services are prepared to face the challenges of today's networking demands. The main benefit for our customers is our vendor independence and a long-term, intensive cooperation with leading national and international manufacturers. We build individual solutions with the best products to date and strive to meet the highest standards to suit our customers' requirements. For further information visit our website: www.telonic.de

About Ingram Micro

Ingram Micro Inc. is a Fortune 100 company that delivers a full spectrum of global technology and supply chain services to businesses around the world.

About NETSCOUT SYSTEMS, INC.

NETSCOUT SYSTEMS, INC. (NASDAQ: NTCT) is a market leader in real-time service assurance and cybersecurity solutions for today's most demanding service provider, enterprise and government networks. NETSCOUT's Adaptive Service Intelligence (ASI) technology continuously monitors the service delivery environment to identify performance issues and provides insight into network-based security threats, helping teams to quickly resolve issues that can cause business disruptions or impact user experience. NETSCOUT delivers unmatched service visibility and protects the digital infrastructure that supports our connected world. To learn more, visit www.netscout.com.

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Source: NETSCOUT SYSTEMS, INC.

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