

Intel® Network Builders Insights Series

Intel Investing in a Strong Networking Industry Ecosystem

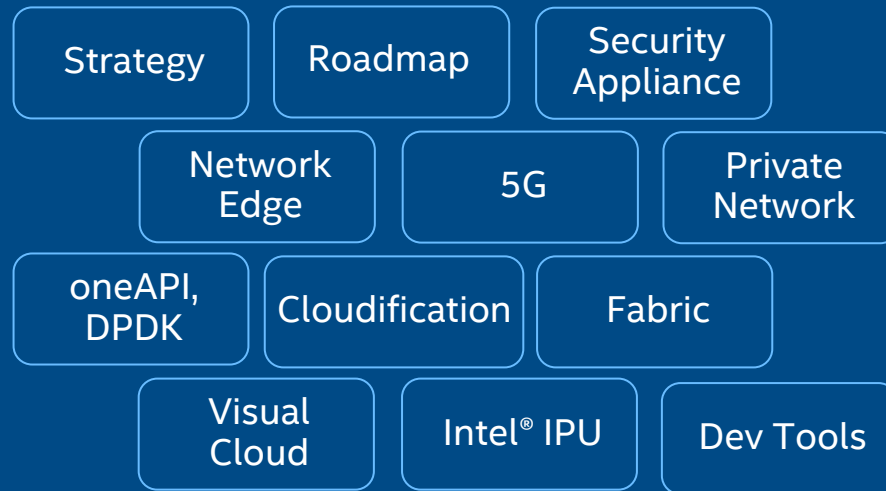
- Xiaojun (Shawn) Li, Sales Director, Next Wave OEM & eODM
- Keate Despain, Intel® Network Builders Ecosystem, Director of Marketing
- Eric Levander, General Manager Global Solutions and Scale, Network and Communications Sales



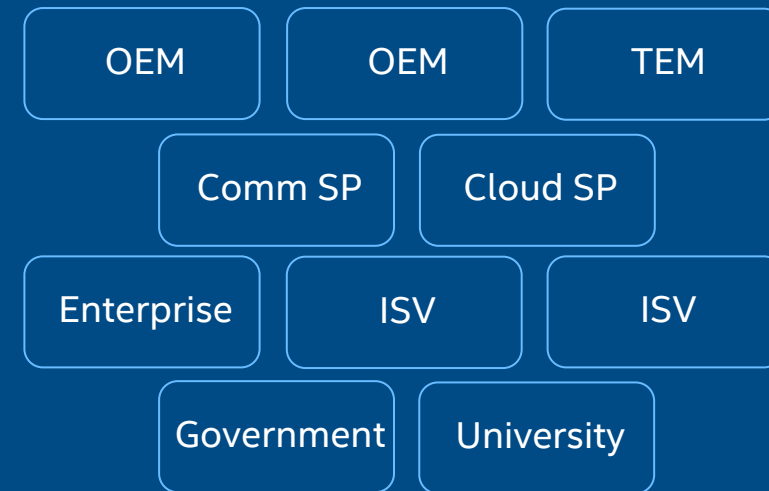
Intel® Network Builders Insights Series Successful in 2021, Continue in 2022

THANK YOU!

13 Webinars



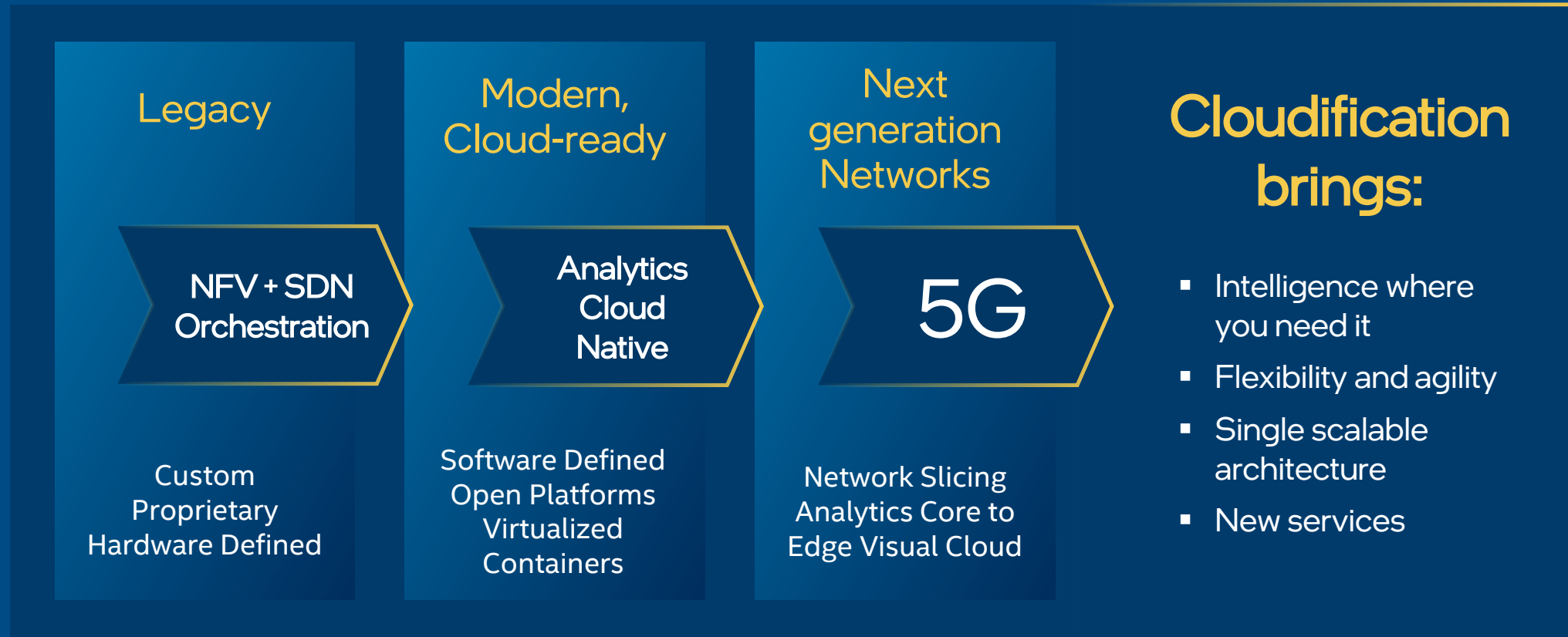
1428 Views
Worldwide



2022: Partnership, Strategy, New Products, Technology, Solutions

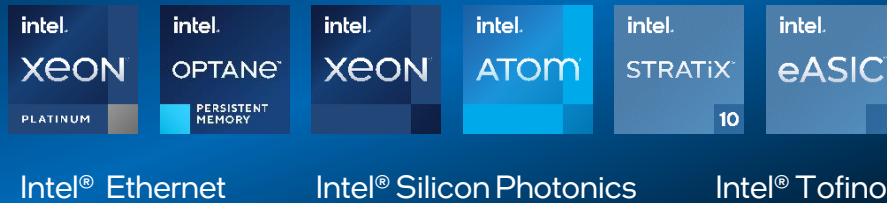
Network Transformation Foundation

5G Infrastructure

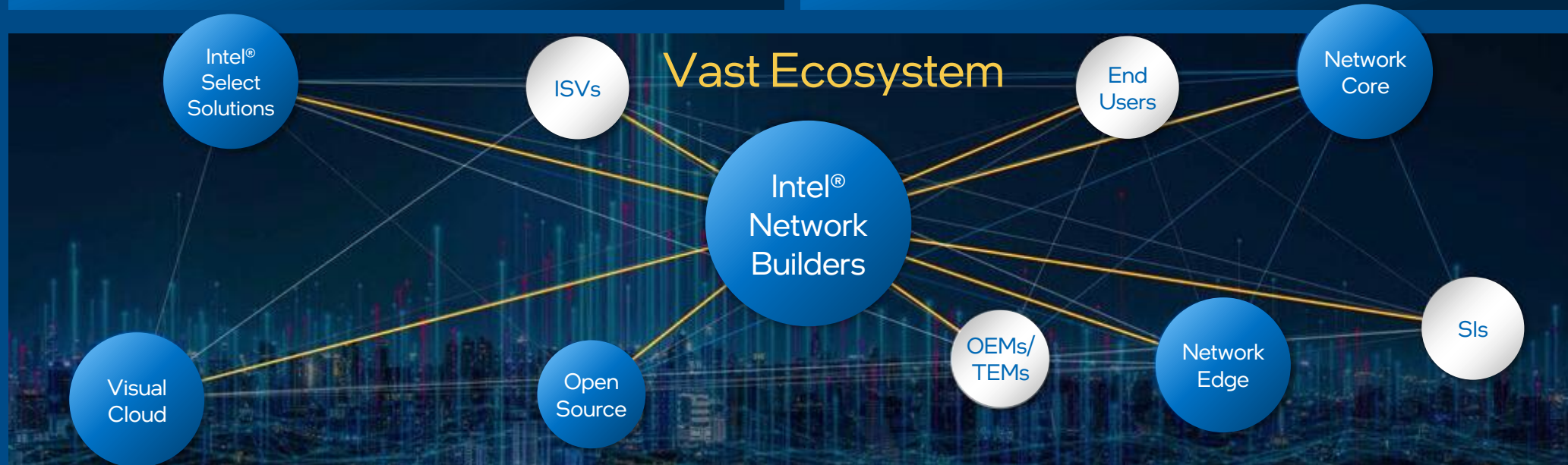


Building the Foundation for Network Transformation

Workload Optimized Products



Software & Standards

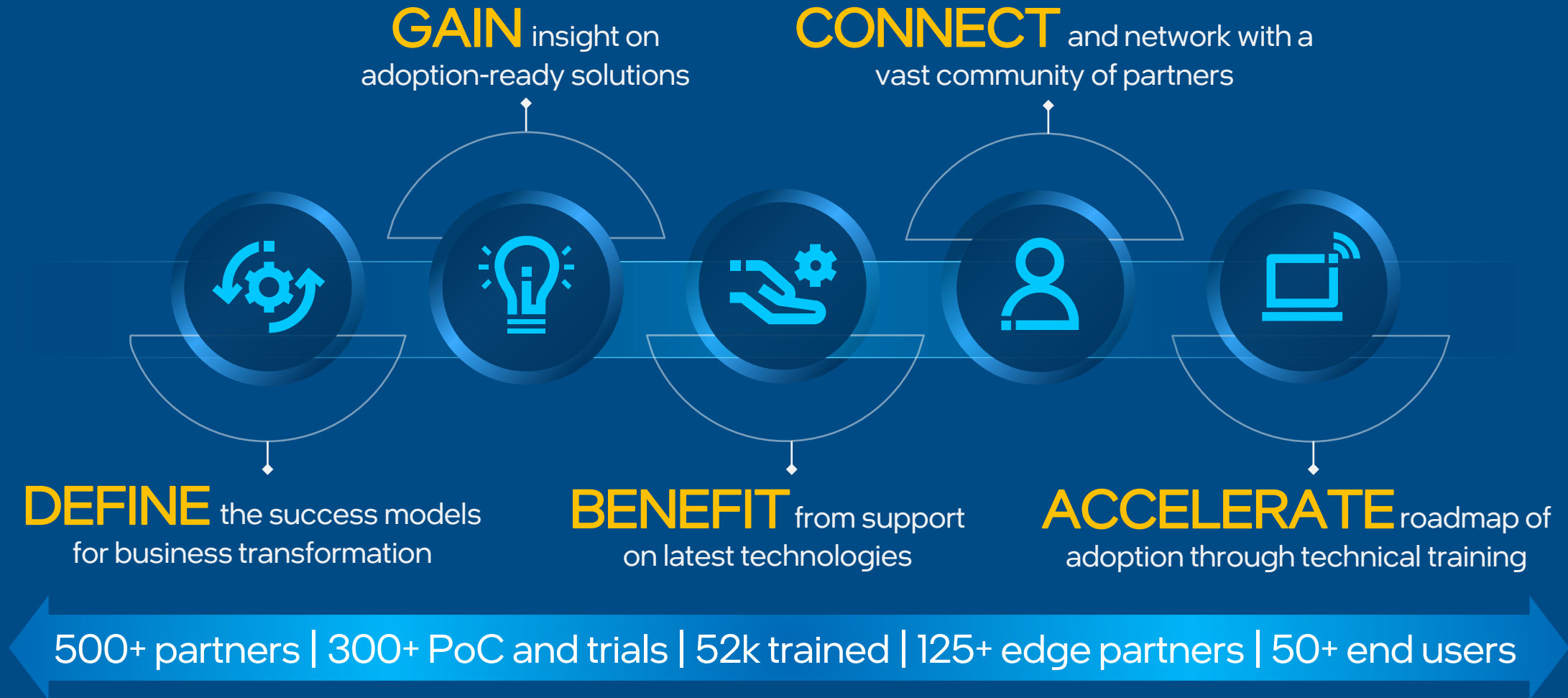


Intel® Network Builders

Accelerating Network Innovation & Transformation



Intel® Network Builders Value Exchange



Intel® Network Builders Partners

SI
Partners



ISV
Partners



TEM
Partners



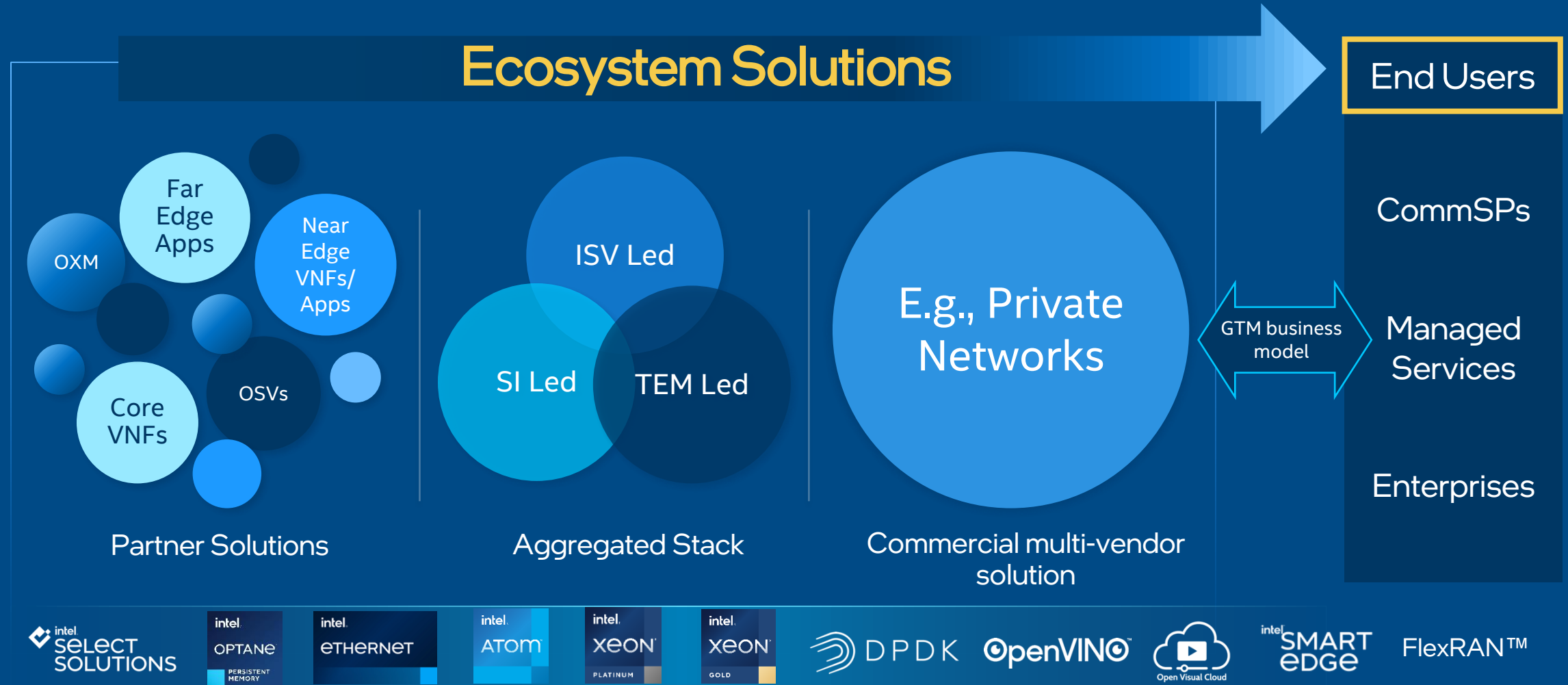
Hardware Partners



OS Partners



Multi-Vendor Solution Centric Ecosystem



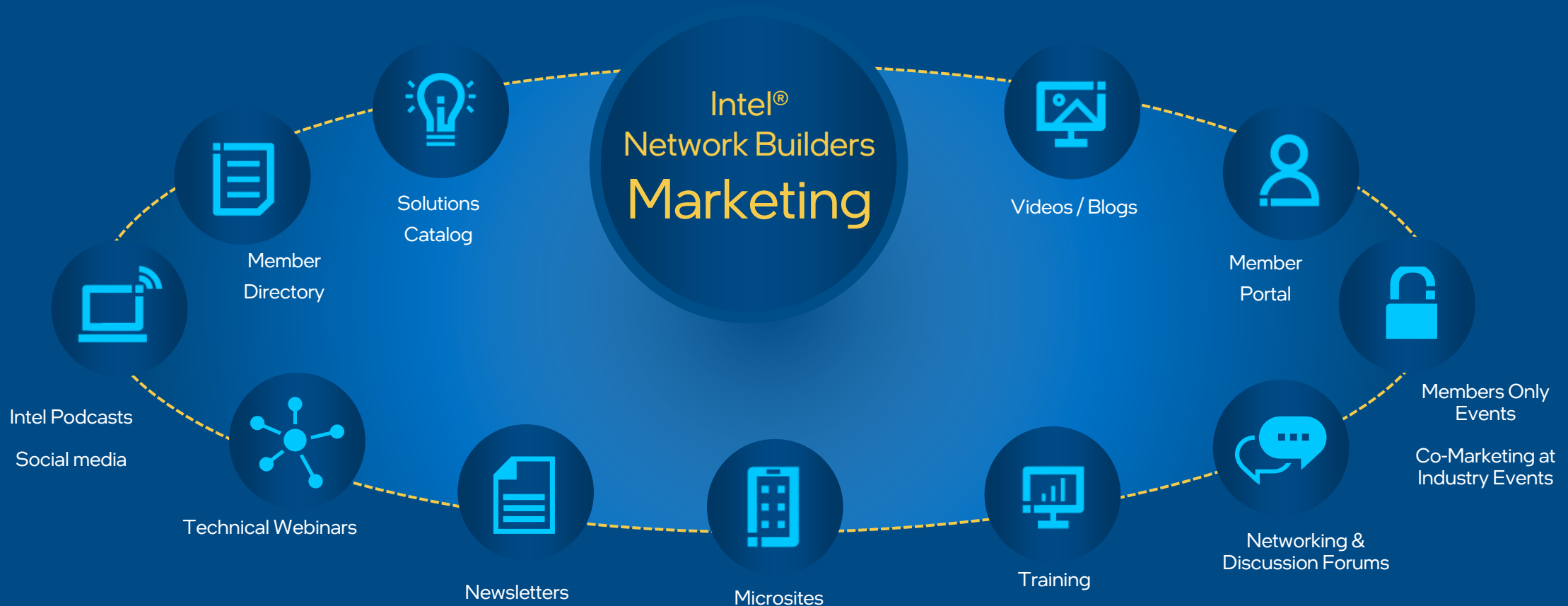
Technical Enablement Benefits & Evolution

- End user momentum can accelerate via software solutions tested on IA.
- Partners can take advantage of remote lab resources specifically designed to meet their technical enablement needs to achieve business goals faster.
- Partners can leverage Intel technical resources to learn about testing best practices or unlock access to various funding benefits and co-selling opportunities to help grow their business.
- The evolution of the partnership may result in the Partner joining IPA (Intel® Partner Alliance)



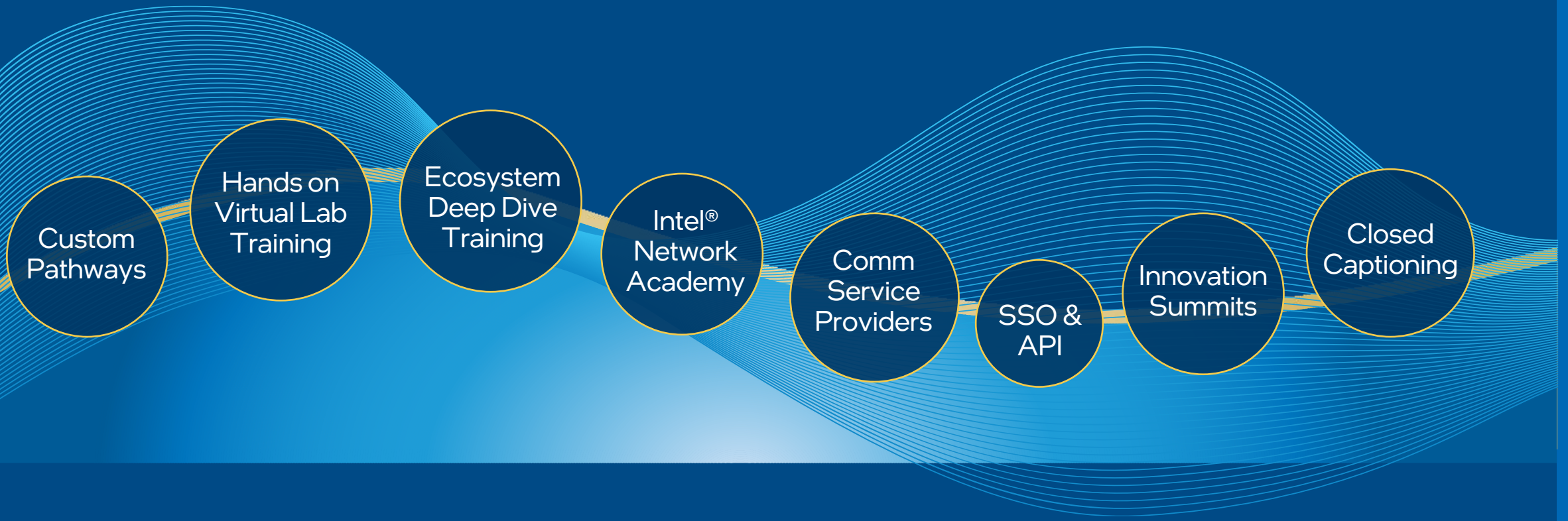
Ecosystem Co-Marketing Benefits

Tools for Strategic Alignment, Enablement, Marketing & Match-Making



Intel® Network Builders University Program

Creating Real Value for Communications Service Providers
Through Training



Ecosystem Technical Enablement

Partner solution, our technology. Better together.

Access



Virtual Lab -
remote access*



Testing on System
Loaner*



Testing on
commercial
platforms*

* limited availability

Explore



Deep dive on Open-
Source Technologies



DPDK



OPNFV



OpenFlow



openstack.



OpenVINO™



Open Visual Cloud

OPEN VSWITCH
An Open Virtual Switch

intel
SMART
EDGE

Benefit



Intel® Network
Builders University



Technical
publications



Intel Product
Roadmaps

Winners' Circle 2021

Value to Our Partners

Recognizing industry leadership in:

- Staying on the edge of technical innovation
- Working to meet industry's transformational needs
- Delivering open and flexible solutions fully optimized for Intel® architecture

Benefits



Three levels of awards

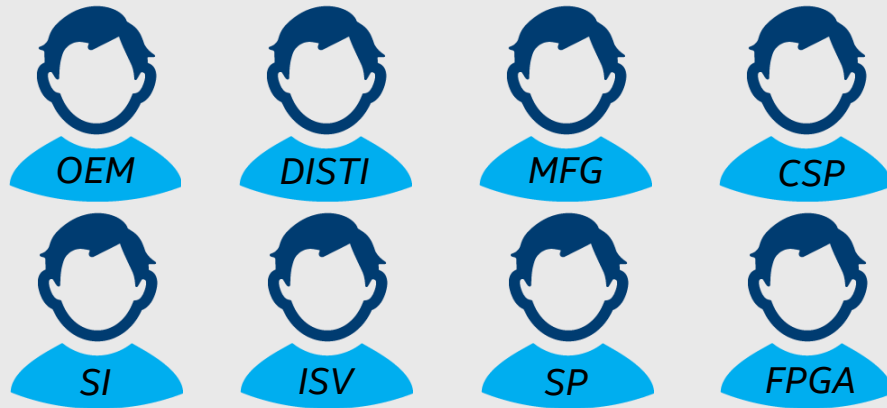
Titanium

Gold

Member

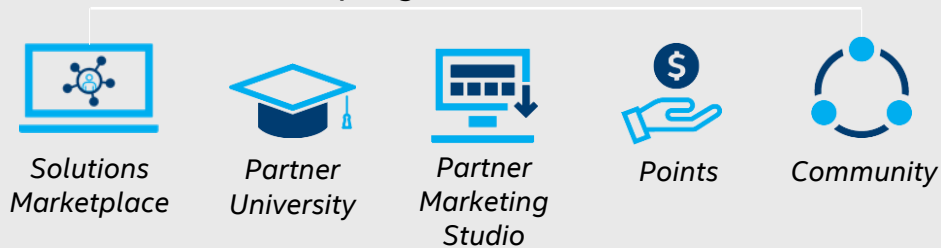
Intel® Partner Alliance Networking Specialty Program

1 IPA ROLES



2 FULL VALUE EXCHANGE JOURNEY

Content planning & mapping to include ALL program benefits & actions



3 ADDING SOLUTIONS

Intel Products



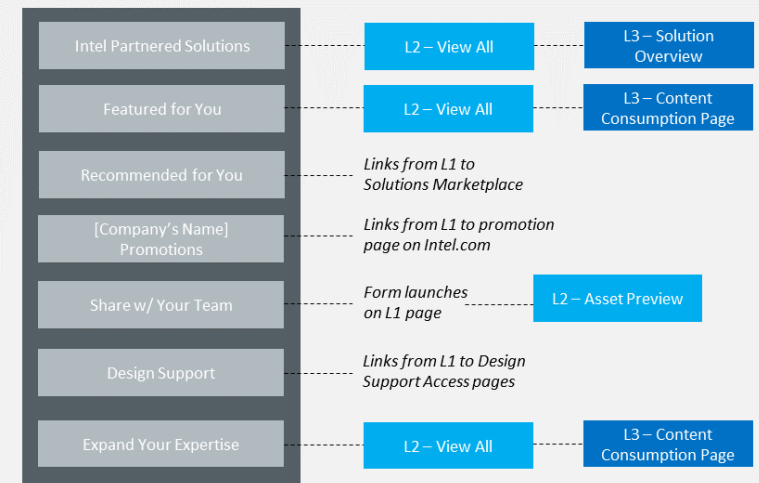
Partner Solutions w/
Intel Technology



4 OUTSIDE IN, SALES ENABLEMENT FOCUSED CONTENT STRATEGY

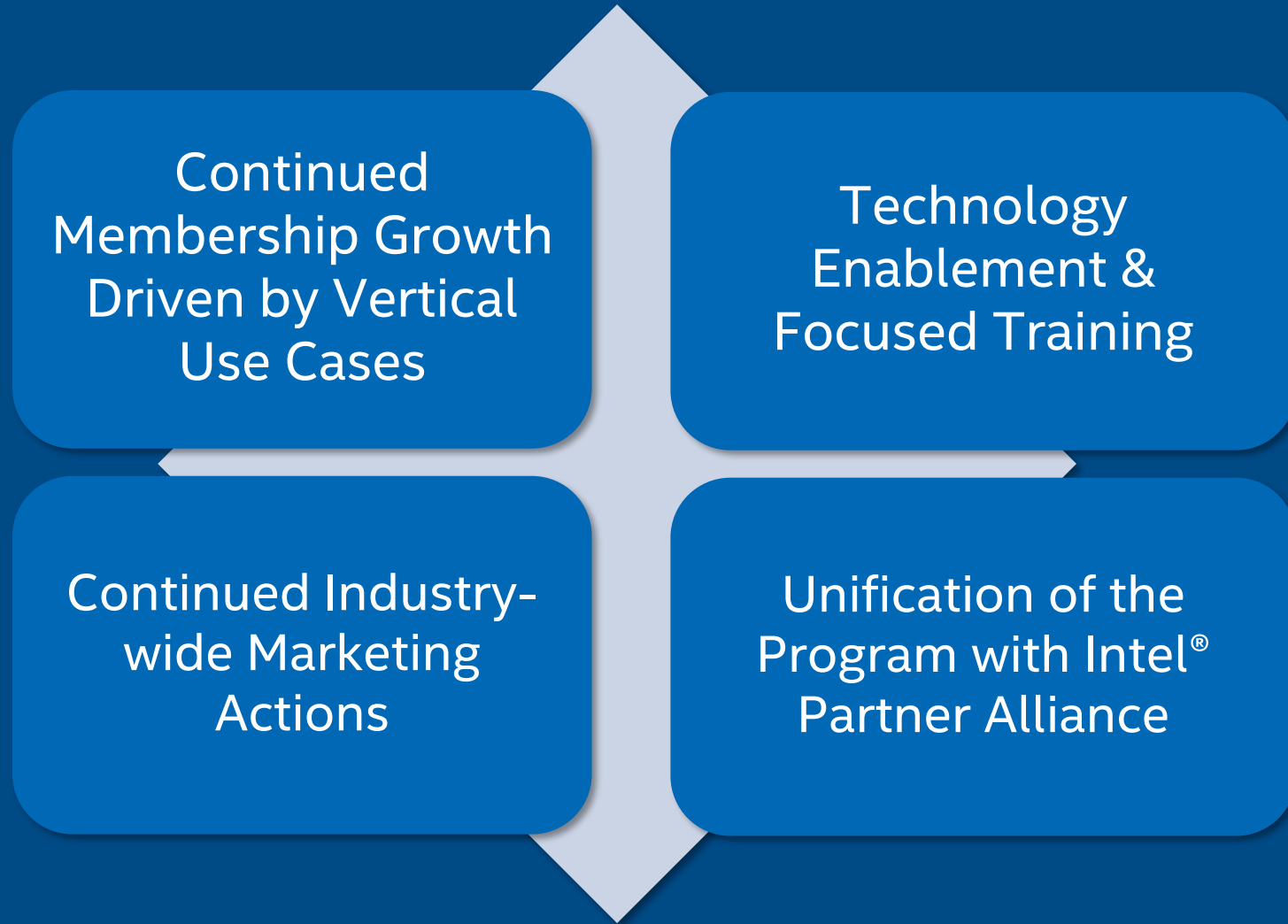


L1 – SI Sales
Enablement Page



Campaign = Sales Enablement = IPA Portal Resources Content

Where is Intel® Network Builders Going in 2022?



Questions?

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