

## Arista Networks Announces A-Plus Partner Program

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SANTA CLARA Calif., April 19, 2011 – **Arista Networks**, Inc., the pioneer of next-generation data center switching for cloud networking, today announced the **A-Plus Partner Program** targeted at Resellers and Systems Integrators who strive to bring the best-in-class solutions to their end users. The A-Plus Partner Program is designed to reward partners who drive demand and bring value-add services to the market.

“A-Plus partners represent a new breed of solution providers who are committed to providing leading edge technology and value to their customers” said Mark Foss, area vice president of international sales. “Our new partner program will enable them to provide Arista’s solutions to customers who are looking for higher performance, better value and best in class technology.”

The **A-Plus Partner program** includes two levels (Elite and Authorized) which reflects partner commitment and investment in selling Arista’s best-in-class 10 GbE fixed and modular chassis solutions. The program is designed to enable the partners to design and successfully deliver Arista’s 10 GbE solutions to the customers. While the program recognizes equivalent industry certifications to minimize partner’s investments, it also offers Arista specific sales and sales engineer training and certification.

“Arista’s next generation technology and focus on value matches our customer’s requirements and as a result we are seeing tremendous growth in our business with Arista.” said Steve Fazio, CEO of Torrey Point Group. “Arista’s A-Plus Partner Program will enhance our capabilities and profitability.”

Elite partner (top level) benefits for those who invest in trained personnel, demo gear and demand generation include higher discounts, deal registration, access to modular chassis based products and online training resources. The A-Plus Partner Program is available now in the USA and Canada. Availability in theaters outside the USA and Canada will vary by geography. Arista products are available worldwide.

#### Additional Information and Resources

For more information related to today's announcement, please join us for the following upcoming events and webinars: **April 26th Live Webinar: Arista Networks A-Plus Partner Program**

#### About Arista Networks

Arista Networks was founded to deliver **Cloud Networking Solutions** for large data center and computing environments. Arista's award-winning best-of-breed 10 Gigabit Ethernet switches redefine scalability, robustness, and price-performance. At the core of Arista's platform is **EOS** a ground-breaking new software architecture. Arista Networks markets its products worldwide through distribution partners, systems integrators and resellers.

Additional information and resources on today's announcement can be found at: <https://www.arista.com>

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