







RUCKUS[®]
Simply Better Wireless.



Time to Start a Ruckus!!

Ruckus Partner Onboarding Program from WAV

Activity	Description	Item Earned
Selling Ruckus 101	You've become a Ruckus authorized partner, purchased your NFR kit, now what? Complete a 45 minute webinar with a Ruckus sales expert to ask qualifying questions, learn competitive differentiators, and walk through the Ruckus product portfolio to arm you with the knowledge and tools to succeed in selling Ruckus wireless.	
WiFi Essentials	Complete online sales training (Heather to suggest courses) for WiFi essentials. Great session for resellers new to wireless. Upon completion, will be able to discuss WiFi applications, best practices and qualifying questions with end users.	
TCPN Track	Register and attend a WAV TCPN web seminar and post Ruckus and TCPN logos on your	
REX Certification	Complete online course work for REX program and become Ruckus certified.	
Close 1st Ruckus Opportunity	Close your first Ruckus opportunity (\$10,000 or higher) and earn. Must be registered deal.	