

Earn FREE Manufacturer-Authorized Wi-Fi Training with GigaWave Technologies When You Buy TerraWave Solutions' Products



Purchase TerraWave Solutions' brand of wireless networking products and earn points toward complimentary, manufacturer authorized training through TerraWave's Training Division, **GigaWave Technologies**. All TerraWave customers are eligible for the TerraPoints Earn & Learn Program, which provides high-caliber, hands-on technical

training and certification on today's leading edge Wi-Fi technologies. TerraWave's goal is to raise the bar on what it means to be a value-added manufacturer.

Why Provide Training to Our Customers?

The wireless networking industry is dynamic and highly competitive. The TerraPoints program is an extension of TerraWave's business philosophy:

- >> Education is key to success both personally and professionally.
- >> Trained and skilled resellers are more knowledgeable and effective.
- >> Top customers deserve substantive training.
- >> Demonstrates our commitment to customers.
- >> Bottom line: TerraWave's success is based the success of its customers.

TerraWave takes value-added manufacturing to the next level. When resellers purchase product, they earn points to apply toward manufacturer-authorized training and certification. For our customers, this means quality products and an opportunity to sharpen skills needed to advance in the competitive IT marketplace.

Wireless Networking Training & TerraPoints Redemption Value

Classes offered through the TerraPoints program are not one-day seminars, but official, full-blown training sessions. The training includes hands-on labs where attendees will actually set-up and configure wireless networks, bridges and security protocols. Courses are delivered in two formats, live classroom-style and live via the web.

WIRELESS NETWORKING TRAINING & TERRAPOINTS REDEMPTION VALUE

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| • Implementing Cisco Unified Wireless Networking Essentials v2.0* (IUWNE) | 50,000 points |
| • Implementing Advanced Cisco Unified Wireless Security v2.0* (IAUWS) | 50,000 points |
| • Conducting Cisco Unified Wireless Site Survey v2.0* (CUWSS) | 50,000 points |
| • Implementing Cisco Unified Wireless Mobility Services v2.0* (IUWMS) | 50,000 points |
| • Implementing Cisco Unified Wireless Voice Networks v2.0* (IUWVN) | 50,000 points |
| • Cisco Unified Wireless Networking v7.1* (CUWN) | 50,000 points |
| • Managing Cisco Wireless LANs v1.0* (WMNGI) | 30,000 points |

*Prerequisites apply

For more information about the *TerraPoints Earn & Learn Program*, contact a TerraWave wireless networking solutions sales engineer at 800.851.4965.

Version 4.0



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TerraPoints Credit Redemption Guidelines/Restrictions*

- TerraPoints may only be earned through purchases of TerraWave Solutions' branded products only.
- Earned points must meet the total points required for each class to redeem training.
- Points are accumulated and expire on a continuous 180-day basis.
- Points are earned once each invoice is paid.
- One point is equal to one dollar of TerraWave purchased product.
For example, \$2,000 worth of product purchased is equal to 2000 redeemable TerraPoints.
- TerraPoints can only be redeemed for GigaWave Technologies' public classes posted on its website.
- Space is limited.
- Public training classes can be cancelled at anytime.
- Client's accounts receivable must be current with TESSCO Technologies to redeem points.
- Free courses must be attended within 90-days of redeeming TerraPoints.
- Any one TerraWave customer may earn a maximum of five seats per month.
- A maximum of 3 seats per public class may be redeemed using TerraPoints credits.
- TerraWave may post special promotions where one dollar is equal to two or three TerraPoints on certain products.
- Resellers may "gift" classes.
- Redeem your TerraPoints by contacting a TerraWave wireless networking solutions sales engineer or TESSCO account representative.
- TerraWave and GigaWave reserve the right to cancel or modify the TerraPoints program at anytime.

*Other restrictions may apply



GigaWave Technologies is an authorized Cisco Learning Partner, which develops and delivers most of Cisco Systems wireless networking curriculum. As a leading provider of WLAN training, curriculum development and wireless services, GigaWave provides high-caliber, hands-on training and has attained an unrivaled level of WLAN expertise. For more information on GigaWave and details on classes available through the TerraPoints program, go to www.giga-wave.com.

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