



Cisco Channel Partner Program

SMB Specialized Partner

03/21/2009

Yannick Cadin
Diablotin
10 ruelle de l'Avocat
Le Mans 72000
France

Dear Yannick Cadin,

Congratulations on becoming a Cisco® SMB Specialized Partner.

As a Cisco Specialized Partner, you are recognized for demonstrating your technical knowledge and the ability to deliver services related to the latest Cisco technologies. Achieving specialization validates your expertise in the specific technologies necessary to implement the solutions customers are demanding, and can help you differentiate your solutions and services from competitors, pursue new markets, and increase credibility with your customers.

As a Cisco SMB Specialized Partner, you play an important part in delivering end-to-end SMB solutions that help your customers work smarter and do more with less.

We have provided a customized certificate that identifies your expertise in SMB and can be displayed in your place of business. You may order a customized plaque or additional certificates for a fee by visiting www.cisco.com/go/partnerkits.

You also have access to the online Partner Sales and Marketing Kit at www.cisco.com/go/partnerkits, which provides links and information to the many benefits you receive for participating in the Cisco Channel Partner Program. Included in the kit are:

- Partner resources: Materials to help you promote your business, including brochures, flyers, and PowerPoint slides.
- Partner enablement tools: Tools and programs to help you promote your business, including messaging guides, training resources, and a Quick Reference Guide to Partner Enablement.

We hope the contents of this kit prove to be useful in facilitating your marketing efforts and in strengthening your partnership with Cisco. We value the level of commitment you have demonstrated and look forward to continuing a successful partnership.

Sincerely,

A handwritten signature in black ink that reads "Surinder Brar".

Surinder Brar
Senior Director,
Cisco Worldwide Channels