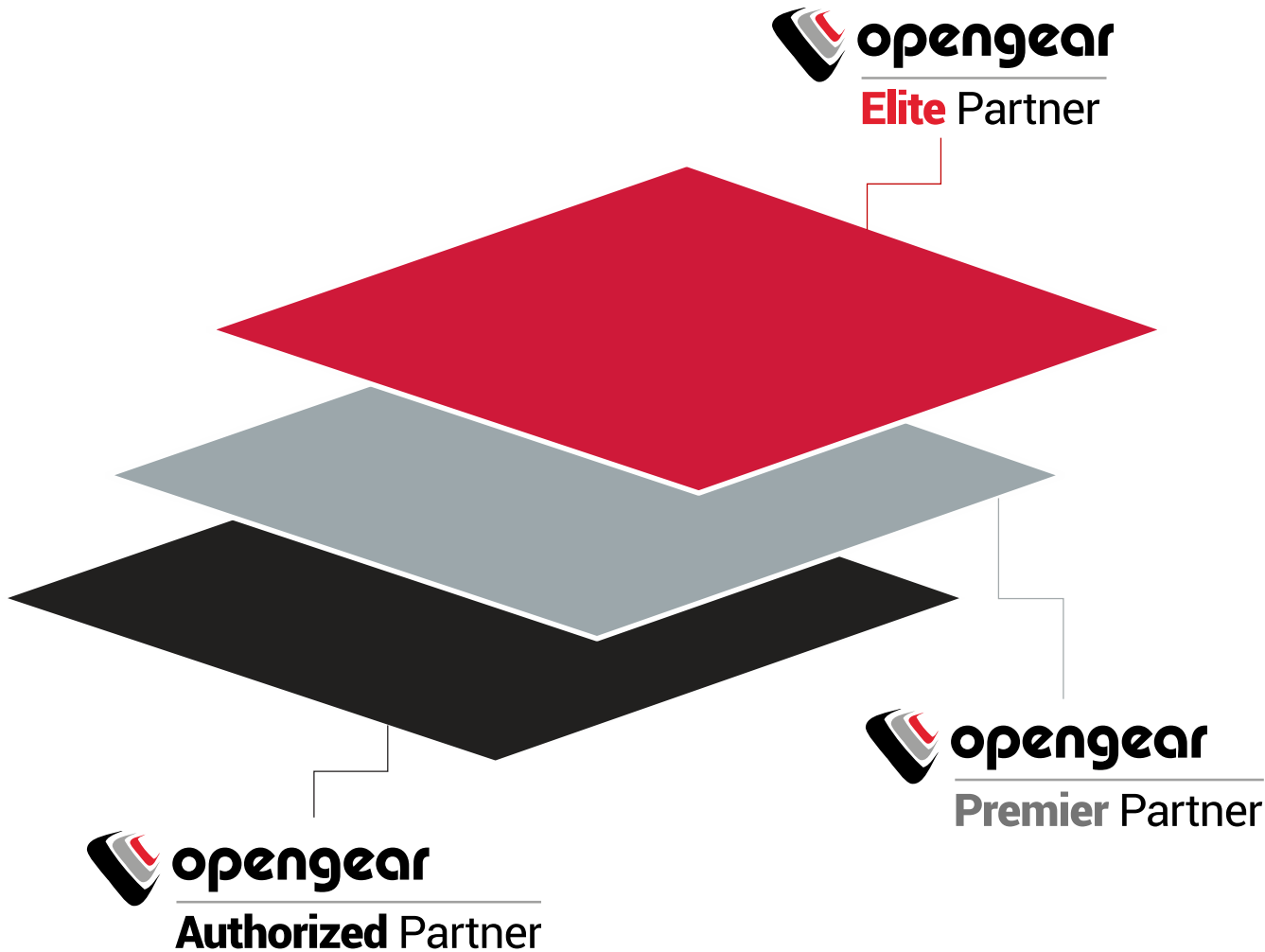




2020

**AMERICAS RESELLER
PARTNER PROGRAM**

A COMMITMENT TO OUR AMERICAS PARTNERS



- Reward top resellers for increased commitment to Opengear solutions
- Focus on resellers who provide the most value for Opengear users
- Invest in resellers who position Opengear as a strategic solution for their customers
- Enable resellers to know their registered and non-registered pricing without a quote each time
- Ensure protection for registered pricing
- Provide enhanced account management services and technical support for top resellers

TIER DISCOUNTS AND BENEFITS - AMERICAS



Elite Partners

- \$1.0 million in annual POS prior year
- Largest Opengear discount off list price
- Monthly POS reporting to Opengear
- Registered on Opengear Partner Portal



Premier Partners

- \$250K in annual POS prior year
- Opengear Preferred discount off list price
- Monthly POS reporting to Opengear
- Registered on Opengear Partner Portal



Authorized Partners

- Approved by Opengear
- Pricing set by distribution partner
- Monthly POS reporting to Opengear
- Registered on Opengear Partner Portal

RESELLER BENEFITS BY TIER - AMERICAS

	Authorized	Premier	Elite
Discount Off List Price	\$	\$\$	\$\$\$
Semi-annual Partner Tier Promotion Review	✓	✓	✓
Access to Opengear Partner Portal (Deal Registration, Content Library, Promotions, Online Training)	✓	✓	✓
Access to Lead Share Program		✓	✓
Access to Market Development Funds		✓	✓
Co-branded Digital Marketing Materials		✓	✓
Assigned Channel Sales Manager & Sales Engineer		✓	✓
Opengear Channel Technical Support		✓	✓
Partner Logo Link on Opengear Website		✓	✓
Access to Live Training		✓	✓
Invitations to Annual Opengear Partner Summit		1	2
<i>Partner Advisory Council (by invitation)</i>		✓	✓
<i>Immersive technical training</i>		✓	✓
Quarterly Business Reviews			✓
Customized Opengear Marketing Content			✓
Access to Turnkey Demand Generation Campaigns			✓
Product Sample Budget			✓



OPENGEAR EXPECTATIONS BY TIER - AMERICAS

	Authorized	Premier	Elite
Prior Year Revenue	\$	\$\$	\$\$\$
Social Media Follows	✓	✓	✓
Register on Opendgear Partner Portal	✓	✓	✓
Monthly POS Reporting to Opendgear	✓	✓	✓
Strategic Account Planning		✓	✓
List Opendgear on Website Line Card w/Link		✓	✓
Sales Certification (TBA)		✓	✓
Technical Certification (TBA)		✓	✓



From all of us at Opengear
THANK YOU
for your continued support