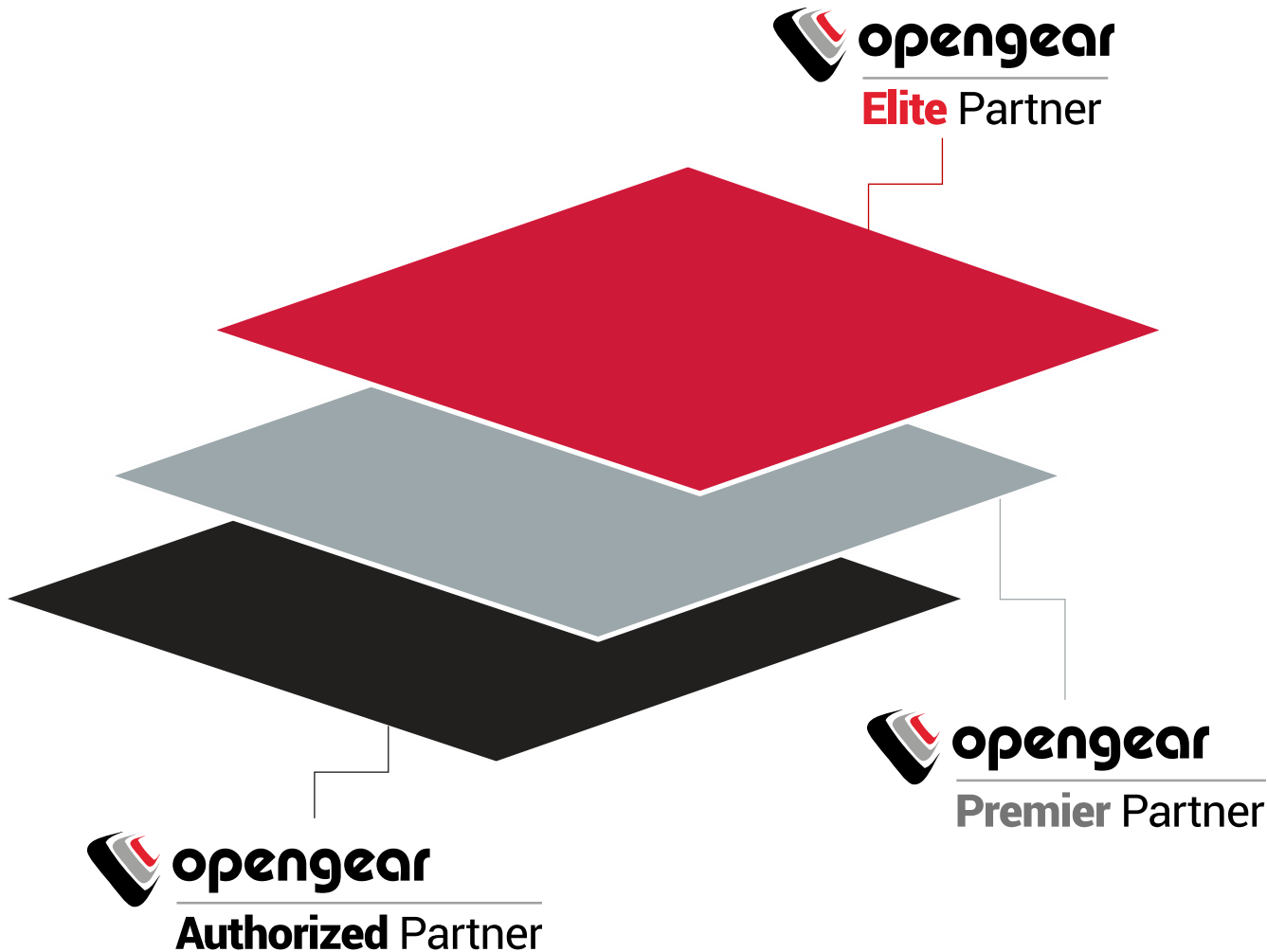




# AMERICAS RESELLER PARTNER PROGRAM



# 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
- Additional Deal Registration discount
- Monthly POS reporting to Opengear
- Registered on Opengear Partner Portal



## Premier Partners

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



## Authorized Partners

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

# RESELLER BENEFITS BY TIER – AMERICAS

	Authorized	Premier	Elite
Discount Off List Price (Non-registered/Registered)	\$	\$\$	\$\$\$
Semi-annual Partner Tier Promotion Review	✓	✓	✓
Access to Opendeal 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		✓	✓
Opendeal Channel Technical Support		✓	✓
Partner Link on Opendeal Website		✓	✓
Access to Live Training		✓	✓
Invitations to Annual Opendeal Partner Summit		1	2
<i>Partner Advisory Council (by invitation)</i>		✓	✓
<i>Immersive technical training</i>		✓	✓
Quarterly Business Reviews		✓	✓
Not-for-Resale (NFR) discount	✓	✓	✓
Access to Turnkey Demand Generation Campaigns		✓	✓
Access to Sales Incentives (Trade Up/Trade-in, Account Mapping and Net New Customer)	✓	✓	✓



# OPENGear EXPECTATIONS BY TIER – AMERICAS

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





Become a Partner

**TODAY!**

[www.opengear.com/partner](http://www.opengear.com/partner)