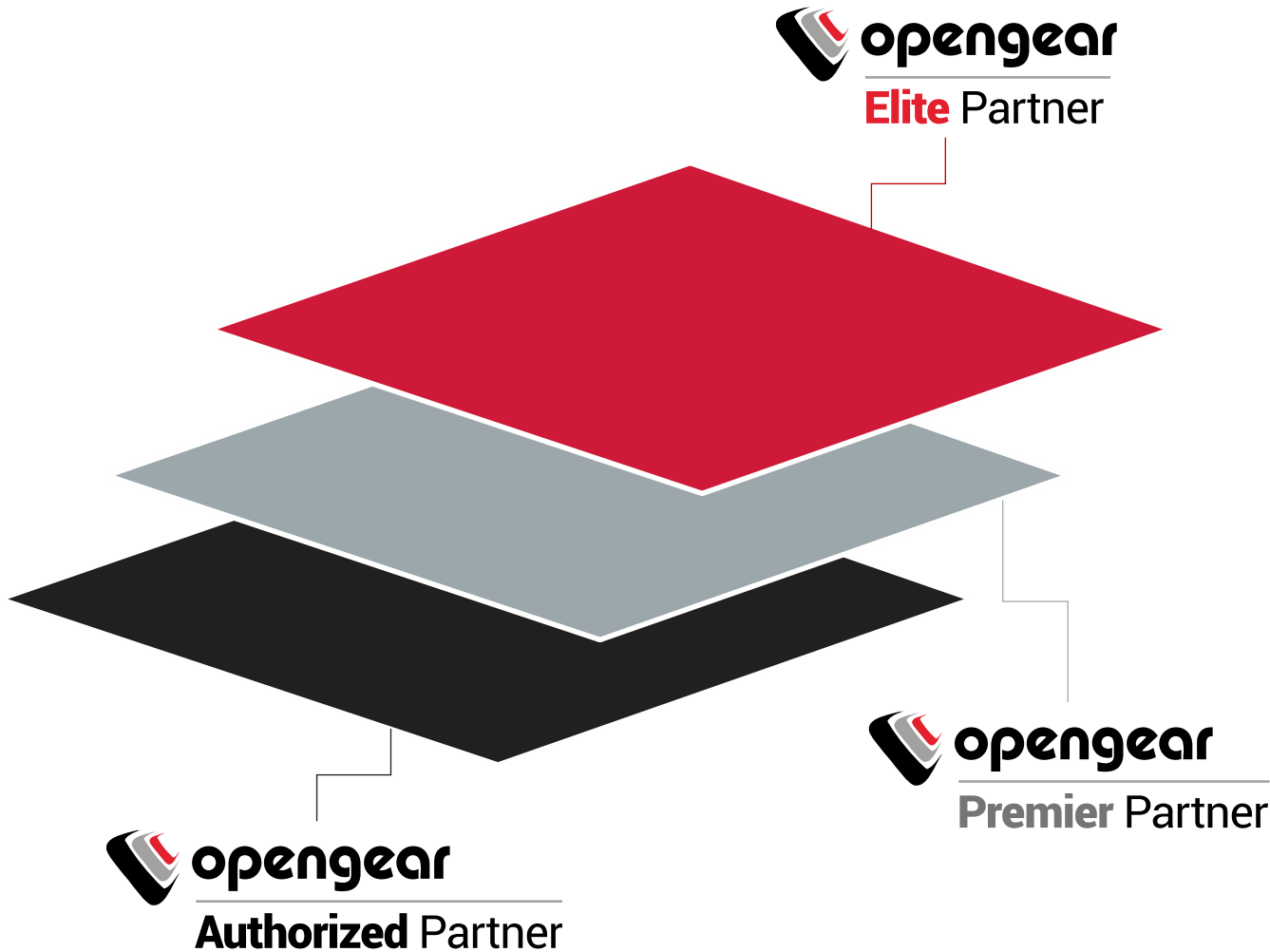


Americas Reseller Partner Program



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
- Special pricing for registered opportunities
- Provide enhanced account management services and technical support for top resellers

Tier Requirements And Benefits – Americas



Elite Partners

- \$1.0 million in annual POS prior year
- Top Deal Registration Discount on approved registered opportunities
- Registered on Opengear Partner Portal
- Access to preapproved MDF
- Link on Opengear Website in where to buy section
- Access to lead sharing



Premier Partners

- \$250K in annual POS prior year
- Deal Registration discounts on approved registered opportunities
- Registered on Opengear Partner Portal
- Link on Opengear Website in where to buy section
- Access to preapproved MDF



Authorized partner

- No minimum revenue requirement
- Deal Registration discounts on approved registered opportunities
- Registered on Opengear Partner Portal

Reseller Benefits By Tier – Americas

	Authorized	Premier	Elite
Additional Deal Registration discount from MSRP	+10%	+12%	+13%
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 via Partner Portal	✓	✓	✓
Dedicated Channel Sales Manager & Sales Engineer		✓	✓
Access to Opengear Channel Technical Support		✓	✓
Partner Link on Opengear Website in where to buy section		✓	✓
Access to Live and On-Demand Training (Sales & Technical)		✓	✓
Quarterly Business Reviews		✓	✓
Not-for-Resale (NFR) discount	✓	✓	✓
Access to Turnkey Demand Generation Campaigns via Partner Portal	✓	✓	✓
Access to Sales Incentives (Trade Up/Trade-in, Account Mapping and Net New Customer)	✓	✓	✓

Opengear Requirements By Tier – Americas

	Authorized	Premier	Elite
Prior Year Revenue Requirement	N/A	\$250K USD	\$1 million USD
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

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