



SOTI is committed to the channel and our partners; your success is our success. SOTI's award-winning Altitude Partner Program provides Resellers, OEMs and System Integrators with instant access to sales and training resources along with high-impact marketing assets. Our goal is to make our partners as knowledgeable and expert with SOTI solutions as we are.

WHAT SOTI ALTITUDE PARTNER PROGRAM DOES FOR YOUR BUSINESS

- We offer the training, tools, and support you need to get up and running fast with a broad range of training programs and selling tools to accelerate your business growth.
- SOTI addresses both consumer and purpose-built mobility needs, allowing you to sell into a broad range of markets and industries.
- Get access to SOTI's online training system for an unlimited number of employees.
- We work with you every step of the way, from selective enrollment, to deal registration, and extensive world-class pre- and post-sales support.
- SOTI ONE is a flexible solution that can be integrated into your existing portfolio, offering opportunities to grow deals through bundling, upselling and cross-selling

KEY BENEFITS

Sales Enablement: Technical and product training, demo licenses, the proof-of-concept program, account team sales support

Marketing: Access to MDF, online access to marketing resources, co-branded collateral, field marketing support, Altitude Partner Portal

Sales Support: Quarterly Business Reviews, deal registration, promotional programs, margin discounts

PROGRAM OVERVIEW

The SOTI Altitude Partner Program has been designed with benefits and requirements reflecting the needs of our partners at all levels.

	Bronze	Silver	Gold	Platinum
REQUIREMENTS				
Annual New Business Add-On Sales (USD)	\$0 - \$30K	\$30 - \$90K	\$90 - \$180K	\$180K +
Trained Staff - Sales & Marketing	1	1	2	3
Certified Staff - Technical Staff	1	2	3	3
Renewal Target	95%	95%	95%	95%
PRICING QUOTING AND DISCOUNTS				
Partner Discount	20%	25%	30%	35%
Deal Registration Discount	2%	2%	2%	5%
BENEFITS				
NFR - SOTI ONE Cloud	Web trials	1	1	2
NFR - On premises SOTI MobiControl	✓	2	4	6
Access to Beta Program	✓	✓	✓	✓
SOTI Academy Sales Training	✓	✓	✓	✓
SOTI Academy Tech Certification	✓	✓	✓	✓
Partner Portal Access	✓	✓	✓	✓
SALES SUPPORT				
Onboarding Program	✓	✓	✓	✓
Dedicated Account Manager	-	✓	✓	✓
SOTI Presales Technical Support	-	✓	✓	✓
Quarterly Business Review	-	✓	✓	✓
Access to Proof of Concept Program	-	✓	✓	✓
MARKETING SUPPORT				
SOTI Partner Toolbox (badges, graphics)	✓	✓	✓	✓
Case Study Incentive Program	-	✓	✓	✓
Access to MDF	-	-	2%*	4%*