



# REACH THE SUMMIT GROW YOUR MOBILITY BASE BY PARTNERING WITH SOTI

## SOTI INVITES YOU TO BE OUR STRATEGIC ALLIANCE PARTNER

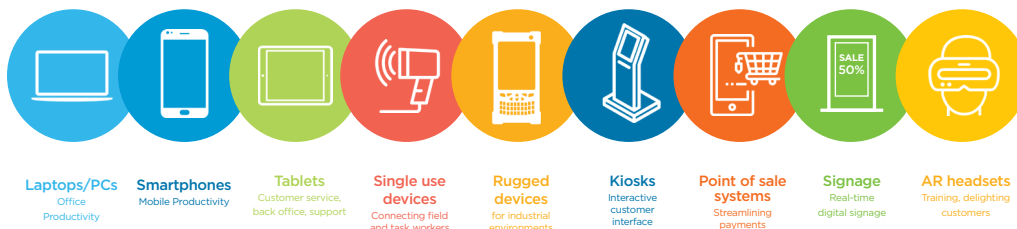
At SOTI, our success has come from long-standing relationships with our partners. We want our partners to team up and grow with us now, and into the future. You're already doing great things - let's do them together! Whether it is at the start of our collaboration and you use our self-serve resources, or we're growing and proactively planning together, our program can help! Let's win together.

## WHY SOTI'S PARTNER ECOSYSTEM MATTERS

By being a part of SOTI's ecosystem of Strategic Alliance Partners and complementing our suite of solutions and Go-To-Market strategy, companies can increase their visibility and reach within the ever-expanding Enterprise Mobility market.

## WHO ARE STRATEGIC ALLIANCE PARTNERS?

If you create any Enterprise Mobility or IoT solutions - especially those that address mission-critical needs within SOTI's core verticals, including retail, transportation & logistics, healthcare and field services - let's talk! Solution types generally fall within the two categories of:



## Reasons to Partner With SOTI

### Global

SOTI operates across 175+ countries worldwide, with 700+ employees across 22 countries with 7 offices globally.

### Extensive Channel

SOTI's 3000+ Value Added Reseller and Solution Integrators partners need to stay competitive by being on top of the latest and great technology - yours.

### Tech Customers

Together, we can even better address the needs of over 17000 customers worldwide

### SOTI Central Marketplace

As part of our Strategic Alliance Program, partners are encouraged to list their products in our online Marketplace, [marketplace.soti.net](http://marketplace.soti.net)

### Thought-Leadership

Become a part of the narrative and join us as we build a community of experts in the field of Enterprise Mobility and IoT Solutions

# ALTITUDE PARTNER PROGRAM - FY'19 STRATEGIC ALLIANCE PARTNER PROGRAM

	BRONZE	SILVER	GOLD	PLATINUM
<b>PROGRAM REQUIREMENTS</b>				
Devices Reporting on SOTI ONE platform (annually)	<15K	15K-29K	30K-49K	>50K
Annual Growth Objective (In Devices/software licenses)	+36%			
Completed Mutual NDA	●	●	●	●
Completed Company Profile	●	●	●	●
Completed Solution/Device Profile	●	●	●	●
SOTI ONE Certified Solution/Device	●	●	●	●
<b>SOLUTION (DEVICE) SUPPORT</b>				
Solution / Device evaluation for SOTI ONE Certification	\$	\$	Up To 1/Year, Free of Charge	Up To 4/Year, Free of Charge
Technical Support for SOTI ONE Certified Solutions	●	●	Dedicated	Dedicated with Annual Review
Free, Cloud Access to SOTI ONE Demo Account	6 Months	9 Months	1 Year	1 Year
Access to SOTI Product Roadmap	Annually @ SYNC	Annually @ SYNC	Upon Major Releases	Access to BETA Program
<b>MARKETING SUPPORT</b>				
SOTI Certified Logo	●	●	●	●
Partner Portal Access	●	●	●	●
Access to SOTI Online Events and Webinars	●	●	●	●
Lead Generation via SOTI Marketplace	●	●	●	●
Solution Profile on SOTI Marketplace	●	●	Highlighted	Prominent
Access to SOTI Marketing Collateral	●	●	Co-branded	Co-branded
SOTI SYNC Sponsorship	●	●	Advanced Opportunity	Advanced Opportunity
Discounted Attendee Passes to SOTI SYNC	Early Bird	Early Bird	Extended Early Bird	Extended Early Bird
Joint Customer Webinars	\$	Up to 1/yr.	Up to 2/yr.	Up to 4/yr.
Joint Customer Events	\$	\$	Up to 1/yr.	Up to 2/yr.
SOTI One Platform Training	Online	Online	Online & In Person (up to a 1/yr.)	Online & In Person (up to 2/yr.)
<b>SALES &amp; BUSINESS SUPPORT</b>				
Opportunity Registration for Pricing	●	●	●	●
Advocate Agreement (referral/revenue sharing agreement)	●	●	●	●
Strategic Alliances Manager	SA Program Team Inbox	Named	Named	Named
Business Review Meeting	--	Up to Yearly	Up to Bi-Annually	Up to Quarterly
Influence SA Program Future Services	Survey	Survey	●	●
Discounted Pricing for Internal Use of MobiControl**	*10%	*15%	*20%	*25%

Legend: \* - Custom pricing available (dependent on size of deployment, license type, timing, amongst other conditions...) \*\* - Discounted/custom pricing is for sole use of the partner only and cannot be resold externally under any circumstance \$ - Program tactic has an associated cost (to be paid by the partner), full details available upon request by the partner

**CONTACT US TODAY ABOUT BECOMING A VALUED SOTI ALTITUDE PARTNER! PLEASE VISIT [SOTI.NET/PARTNERS](https://soti.net/partners).**

SOTI is a proven innovator and industry leader for simplifying business mobility and IoT solutions by making them smarter, faster and more reliable. SOTI helps businesses around the world take mobility to endless possibilities.

soti.net