

## Partner Program

ComputerProx's Partner Program is focused on high-end, value-added resellers, system integrators, consulting firms and dealer / distributors who sell and support security products and services. The program is designed to reward high performing partners with deeper discounts, rebates, training, marketing support and free press opportunities. In addition, we offer the channel three partnership opportunities: Platinum, Gold and Silver. Each is designed to meet different sales and support needs and provides the Reseller with optimum benefits with each increased level.

ComputerProx selects reseller organizations based on their ability to educate, market, sell, integrate, install and support ComputerProx's products in defined geographic markets.

\*Program subject to change following 30 days written notice.

\*All program documentation and information provided by ComputerProx is confidential.

ComputerProx's qualifying partners will receive the following benefits:

### **Platinum Benefits**

- Product discounts up to 40%
- Corporate and regional ComputerProx sales/support/training
- Aftermarket discounts
- Leads generation and distribution program
- Marketing sales tools
- Free demonstration unit
- Comprehensive training
- Periodic promotions and incentives
- Listing in our Reseller Locator on ComputerProx's home page

### **Gold Benefits**

- Product discounts up to 30%
- Corporate and regional ComputerProx sales/support/training
- Aftermarket discounts
- Leads generation and distribution program
- Marketing sales tools
- Free demonstration unit
- Comprehensive training
- Periodic promotions and incentives
- Listing in our Reseller Locator on ComputerProx's home page

### **Silver Benefits**

- Product discounts up to 20%
- Gold Level status if monthly sales for two consecutive quarters are \$100,000
- Corporate and regional ComputerProx sales/support/training
- Aftermarket discounts
- Marketing sales tools
- Free demonstration unit
- Maintenance services and ComputerProx support services
- Comprehensive training
- Listing in our Reseller Locator on ComputerProx's home page

**Partners who qualify for this partnership level must meet the following criteria:**

### **Platinum Requirements**

- Demonstrate annual sales of \$500,000
- Meet or exceed product revenue goals
- Follow established ComputerProx credit lines
- Adhere to ComputerProx quality programs
- Maintain appropriate staffing levels at all sales office locations
- Provide a 6-month rolling forecast to ComputerProx Channel Sales Rep.
- Purchase 10 unit Partner Starter Kit
- Purchase and maintain ComputerProx products for demonstration purposes as needed
- Maintain the customer satisfaction levels established by ComputerProx
- Provide local and field support for all products sold
- Employ certified personnel

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- Provide local and field support for all products sold
- Employ certified personnel

### **Silver Requirements**

- Demonstrate annual sales of \$50,000
- Meet or exceed product revenue goals
- Follow established ComputerProx credit lines
- Adhere to ComputerProx quality programs
- Maintain appropriate staffing levels at all sales office locations
- Provide a 6-month rolling forecast to ComputerProx Channel Sales Rep.
- Purchase 10 unit Partner Starter Kit
- Purchase and maintain ComputerProx products for demonstration purposes as needed
- Maintain the customer satisfaction levels established by ComputerProx
- Provide local and field support to all products sold
- Employ certified personnel