



SOTI® Altitude

PARTNER PROGRAM

When you partner with SOTI, we commit to your success. The SOTI Altitude Program provides Resellers with instant access to the tools and resources needed to be successful. Our goal is to make you as knowledgeable and versed in SOTI products and solutions as we are. Because when you succeed, we all succeed!

WHAT SOTI ALTITUDE PARTNER PROGRAM DOES FOR YOUR BUSINESS

- Accelerate your business growth with our comprehensive and uncomplicated training, tools and support.
- Sell into a broad range of markets and industries and create service opportunities with SOTI technology.
- Gain full, no-charge access to SOTI Academy, SOTI's online training platform, for all your 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

Discounts: Generous Partner Discount and additional Deal Registration Discount available.

Altitude Accelerator: Attain higher tiers and better benefits faster by selling SOTI XSight, SOTI Snap, SOTI Connect and Bundles.

Marketing Support: Grow your SOTI business with access to online marketing resources, co-branded collateral, Altitude Partner Portal and Market Development Funds (selected tiers).

Enablement: No charge access to SOTI Academy for eLearning and accreditations. Partner Webinars for sales and technical audiences. Onboarding for new Partners or new hires.

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				
Revenue				
Annual New Business & Add-On Sales (USD)	<\$40K	\$40K<\$120K	\$120K<\$240K	\$240K
Renewal Target	95%	95%	95%	95%
Enablement				
Trained Staff – Sales & Marketing	1	2	3	4
Certified Staff – Technical	1	2	3	4
GRADUATED BENEFITS				
Discounts				
Partner Discount	20%	25%	30%	35%
Deal Registration Discount	2%	2%	2%	5%
Marketing Support				
Marketing Development Funds (USD)	-	-	\$1,500/yr	4%*
Enablement				
NFR – SOTI ONE Platform (Cloud)	1	1	1	2
NFR – SOTI MobiControl (On-Prem)	1	2	4	6
NFR – SOTI Connect (On-Prem)	1	2	4	6
Quarterly Business Review	-	✓	✓	✓
Access to Beta Program	-	-	-	✓
CORE BENEFITS				
Sales Support				
Altitude Accelerator	1.5x	1.5x	1.5x	1.5x
SOTI Account Manager	✓	✓	✓	✓
SOTI Pre-Sales Technical Support	✓	✓	✓	✓
Proof of Concept	✓	✓	✓	✓
Marketing Support				
Marketing Resources (Collateral, Reports, Logos)	✓	✓	✓	✓
Enablement				
SOTI Altitude Portal Access	✓	✓	✓	✓
Partner Webinars	✓	✓	✓	✓
SOTI Academy	✓	✓	✓	✓
Partner Bytes	✓	✓	✓	✓
Partner Accreditation Training	✓	✓	✓	✓
SOTI Altitude Onboarding	✓	✓	✓	✓
SOTI Partner Newsletter	✓	✓	✓	✓

*Renewals and selected deals that have received special pricing approvals do not qualify.

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