



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

SOTI INVITES YOU TO BE OUR STRATEGIC ALLIANCE PARTNER

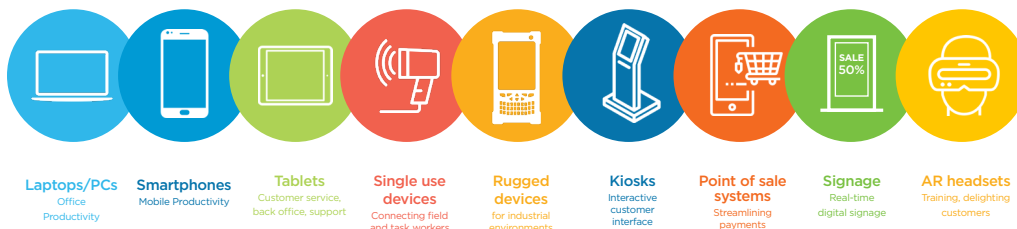
At SOTI, our success has come from long-standing relationships with our partners. We want our partners to team up and grow with us now, and into the future. You're already doing great things - let's do them together! Whether it is at the start of our collaboration and you use our self-serve resources,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

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

PROGRAM BENEFITS OVERVIEW

LEVELS	TIER 3	TIER 2	TIER 1
PARTNER RESOURCES			
SOTI Partner Portal Access	●	●	●
SOTI Sales Resources including Co-Brandable Sales Collateral	●	●	●
Partner Plan (Onboarding/Management Process Overview)	●	●	●
Named SOTI Partner Relationship Manager		●	●
Access to Online "SOTI Academy" Product Training		●	●
MARKETING SUPPORT			
SOTI Central Marketplace Product Listing	●	●	●
Use of the SOTI Altitude Partner Program Logo	●	●	●
Joint-Solution Overview		●	●
Joint-Marketing Activities Planning		● Ad-hoc	● Quarterly
SALES ALIGNMENT			
SOTI Sales Support on Customer Opportunities	●	●	●
Knowledge Transfer to SOTI Sales Team		● Pre-recorded	● Interactive
Access to SOTI Partner Community (Sponsorship Opportunities)		●	●
Referral Program			●
PRODUCT ACCESS AND TECHNICAL INTEGRATION SUPPORT			
Access to MobiControl APIs	●	●	●
AppConfig Community Support	●	●	●
Not For Resale Licenses	●	●	●
Technical Integration Support			●
Product Roadmap and Strategy Briefings			●
PARTNER REQUIREMENTS			
Execute Mutual Non-Disclosure Agreement (MNDA)	●	●	●
Agree to SOTI's Altitude Program Terms and Conditions	●	●	●
Named Relationship Manager for SOTI		●	●
Develop Joint Go-To-Market Plan			●
Technical Point of Contact for SOTI			●

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