



## Fluensee Channel Partner Programs

**Fluensee Reseller Program** - Reseller Partner manages the sales process, with support from Fluensee and partners with Fluensee or Fluensee certified Solution Providers or Services Partners for implementation.

### Program Benefits:

- Available to resell: AssetTrack™ and Yard™
- Reseller buys the software from Fluensee at 20% off of list price
- Reseller takes the paper from the customer on the license, Fluensee or a certified Solution Provider or Services Partner owns the customer through implementation and post-sales support
- Access to demonstration license of software, once sales training is complete
- Access to Fluensee Product Roadmap updates regularly scheduled by Fluensee
- Potential sales leads from Fluensee

### Program Requirements:

- Must have one person on staff that has completed current Sales Training for each product that you sell:
  - 1-hour on AssetTrack (minimum requirement)
  - 1-hour on Dock
  - 1-hour on DataCenter:
- Relationship for services in place with Fluensee or a Fluensee certified partner (Solution Provider or Services Partner)
- Net 30 Terms

**Fluensee Solution Provider Program** – Solution Provider Partners are Fluensee’s core channel for full-scale product implementations. Solution Partners are an extended sales force for Fluensee creating their own leads and getting leads from Fluensee. They typically work under a meet in the channel model with hardware selling the complementary hardware (scanners, tags, etc.).

**Program Benefits:**

- Available to resell: AssetTrack™ and Yard™ (with completion of applicable training and certification)
- Reseller buys the software from Fluensee at 25% off of list price
- Reseller takes the paper from the customer
- Access to demonstration license of software, once sales training is complete
- Access to development license of software, once technical training is complete
- Access to Fluensee Product Roadmap updates regularly scheduled by Fluensee
- Access to pre-release versions of software
- MDF available (set budget each year) for qualified, approved marketing programs with Solution Provider (Fluensee will approve all programs and issue funds)
- Potential sales leads from Fluensee

**Program Requirements:**

- Must have one person on staff that has completed current Sales Training for each product that you sell:
  - 1-hour on AssetTrack (minimum requirement)
  - 1-hour on Yard
- Must have one person on staff that has completed current Technical Training for each product that you sell:
  - 3 Days on AssetTrack (minimum requirement)
  - 2 Days on Yard
- Net 30 Terms

**Fluensee Services Partner Program** – Services Partners provide an extended services organization for Fluensee and Fluensee’s partners, providing trained-skilled resources for implementing and integrating Fluensee solutions.

**Program Benefits:**

- Available provide services on: AssetTrack™ and Yard™
- Engaged on service delivery opportunities by Fluensee
- Introduction and access to eco-system of Fluensee Partners
- 20% Referral Fee (on Net License Revenue) when partner refers and supports Fluensee on sales effort.
- Access to Fluensee Product Roadmap updates regularly scheduled by Fluensee
- Access to development license of software, once technical training is complete

**Program Requirements:**

- Must have one person on staff that has completed current Technical Training for each product that you provide services on:
  - 3 Days on AssetTrack (minimum requirement)
  - 2 Days on Yard
- Net 30 Terms

**Other Channel Programs:**

- **AssetTrack Express Reseller Program**
  - Offered in conjunction with BlueStar, providing access to entry-level RFID Solutions targeted at SMB and departmental solutions
  - Sales training and support provided by BlueStar
- **Fluensee Referral Program**
  - Targeted at companies that do not have the interest or ability to sell/deliver Fluensee solution
  - Provides a 15% Referral Fee (on Net License Revenue) when a partner refers a qualified lead to Fluensee