

From long-range strategic development, support and consultancy interactions, to added-value reseller support.

We work to combine resources, ideas and local presence with partners to keep our solutions on the leading edge of performance and value.



## Overview

We view our partners as an extension of our organization, playing a critical role in our go-to-market strategy and activities. Through the SDEMobile Partner Program, we aim to provide our partners with the necessary resources and assistance to grow their business around SNE products and solutions.

The SDEMobile Partner Program is the foundation of the relationship between you and SNE.

## Program Benefits

The SDEMobile Partner Program is designed to assist partners in growing their business around their chosen SDEMobile solution. The key benefits, tailored to meet the needs of different partner types are listed below:

- **Sales Support**

From proposal preparations to product demonstrations, your SDEMobile partner manager provides the tools to help you sell our products with minimum effort—while realizing maximum benefit.



Partners gain access to SDEMobile consultants, online and on-site demonstrations, and a wealth of product literature, videos and proof-of-concept demo applications.

- **Implementation Support**

From Asset Management Audits to Fleet Tracking and Event Management, we start by understanding the business requirement, then utilize our proven methods and extensive experience to implement a robust mobility solution. Our consultants are ready to support you throughout the implementation life-cycle.



- **Post-Implementation Support**

SDEMobile Partners benefit from telephone, e-mail and online access to our support team. We are committed to continuous improvement and expansion of our product catalogue. Our support infrastructure provides partners and their customers with help and guidance on all our solutions.



- **Demonstration Equipment**

We support our partners during the evaluation process. A wide range of hand-held devices are available for demo use, including laser barcode scanners, imaging scanners and RFID readers.



Our demonstration equipment comes pre-installed with the latest version of the SDEMobile product line, ready to use out of the box.

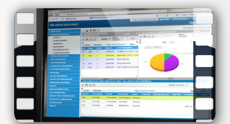
- **Partner Discounts**

SDEMobile partners earn some of the highest net margins with our mobility products. Register a new deal and you'll be granted the largest discount on that opportunity. Our programs protect your margins by ensuring you have the lowest cost of any partner on deals you originate.

We offer industry-leading incentives for originating and maintaining customer subscriptions so that you get a consistent and recurring revenue stream.

- **Training**

The SDEMobile Training Program ensures sales managers, consultants and support engineers have the knowledge and expertise needed to effectively market and implement SDEMobile solutions. The partner training program is split into three sessions:



- **Sales Training:** This training session is aimed at sales managers looking to understand SDEMobile's key selling points. After attending this session, your staff will be able to convey the value SDEMobile provides to prospective customers..
- **Implementation Training:** During this session, the implementation consultant learns to capture customer mobility requirements, and configure the solution to solve the client's problems.
- **Support Training:** The SDEMobile Support Training course ensures your staff have the tools and knowledge to effectively resolve customer queries. Attendees will also gain access to the SDEMobile Knowledge Base.

- **Additional Benefits**

- **Partner welcome pack**
- **Optional SDEMobile newsletter**
- **Authorised partner logo and certificate**
- **SDEMobile Portal access**
- **SDEMobile certification courses**
- **SDEMobile demonstration DVDs and CD-ROMs**
- **BMC® Service Desk Express video demonstration DVDs and CD-ROMs**

