

WiTuners Marketing and Sales Partnership Program

Overview

WiTuners, Ltd. offers a Marketing and Sales Partnership Program (MSPP) to qualified VARs, Resellers, and OEMs. Our partners are assured that our SaaS application and support will deliver valuable deployment, auditing, and optimization features to their WLAN installations. Their customers will experience improved throughput, the ability to handle more mobility clients, and enhance the quality of service for all classes of wireless traffic.

SaaS Product Definitions and Costs

The following definitions summarize the products that are delivered by WiTuners to the public as well as our partners. Specific costs to MSPP partners are listed by WiTuners in an MSPP Price List document, available separately. MSPP partners are free to charge end use clients whatever price they choose for WiTuners products.

- **Demonstration Copy**
 Enabled for up to 10 APs, a free public demonstration copy allows for auditing and optimization of either demonstration data or a demonstration site defined by the user.
- **MSPP Complementary Copy**
 Enabled for up to 20 APs, no ongoing auditing and optimization, free to MSPP partners only, supporting more APs than the demonstration copy.
- **MSPP Deployment Planning Copy**
 Available to MSPP partners only, sold at a base cost that includes 20 APs. An incremental cost is applicable for greater than 20 APs. Baseline costs are credited if WiTuners is subsequently sold to the end user. The MSPP requests this type of copy only when they use it when in the process of planning for a paid end user.
- **MSPP End User Copy**
 Available to MSPP partners only for resale to end users and sold at whatever price that they choose. This end user copy enables full functional auditing and optimization. End user copies also include provision for recurring first tier support provided by the MSPP partner for each AP per year.

Partner Classifications

- Silver Partner** A candidate, in exchange for discounts and a webinar training session, who has entered into a Silver Partner Agreement with WiTuners to provide:
- Specified feedback from future WLAN installations including certain statistical information and examples of how WiTuners has reduced costs, increased profitability, or improved customer satisfaction
 - A Testimonial Letter
 - Availability as a Call Reference
 - Use of company logo in exchange for use of WiTuners logo
 - Sets a goal of at least one WiTuners installation per month
- Gold Partner** A candidate who has agreed to perform all of the requirements for a Silver Partner Agreement and in addition agrees to:
- Include WiTuners with all future WLAN Installations deemed suitable
 - Include WiTuners in all future WLAN proposals and sales presentations
 - Feature WiTuners on the Company Website and sundry advertising
 - Sets a goal of at least four WiTuners installations per month

Training and Customer Support

- Partners provide first tier customer support in exchange for a discounted portion of the yearly recurring fee.
- Partners train for first tier support and are granted a WiTuners SaaS Certificate which qualifies them for first tier customer support.
- WiTuners provides all second tier customer support (webinar training course, questions requiring detailed technical support, requested product changes, and product maintenance).
- Partners attend the training course and pay for the training course, which is reimbursed via couponing or other mechanism.

Package of Introduction Material

- Feature Summary
- White Papers including Application and Installation Case Studies
- Content Rich Website
- Free Online Access to WiTuners SaaS
- Product Manual
- Tutorial YouTube Videos

MSPP Agreement

- An MSPP Silver or Gold Partner shall agree to abide by the guidelines set forth in this document by signing a Reseller Agreement.
- The term of the MSPP agreement shall be one year, renewable on a yearly basis automatically for one year unless it is terminated earlier in accordance with the Reseller Agreement.