



Fontech Channel Partner Program Benefits and requirements

Why Fontech?

When providing WiFi services matters, Fontech makes the difference. Our technology is carrier grade - the outcome of more than a decade helping companies manage over 20 million access points all over the world. We're continuously innovating to deliver best-in-class WiFi products and services that are legally compliant, secure, reliable, and hardware agnostic. We want our partners to be able to provide the best solution no matter the environment.

Partnership levels

Distributors increase penetration in local and global markets through systems integrators to whom they provide Fontech products and solutions as well as sales and technical support. Certified Partners are leading systems integrators that establish a strong relationship with Fontech, and commit to both technical and sales skills to represent Fontech's products and services. Finally, Registered Partners are systems integrators that don't establish a strong relationship with Fontech, but still take advantage of partnering with us for occasional opportunities and business strategies.

Benefits

	Distributor	Certified	Registered
Discounts on NFR products and services	✓	✓	✓
Deal registration discounts	✓	✓	✓
Lead generation support (webinars)	✓	✓	
White label products	✓	✓	
Basic Training (sales and technical)	✓	✓	✓
Certified training	✓	✓	
Training and marketing materials	✓	✓	✓
Promotions eligibility	✓	✓	✓
Access to MDF	✓	✓	
Growth rebates	✓	✓	
Dedicated account management	✓	✓	

Requirements

	Distributor	Certified	Registered
Channel Partner application	✓	✓	✓
Evaluation interview	✓	✓	✓
Contract in place	✓	✓	
NFR acquisition	✓	✓	
Technical certification	✓	✓	
Minimum annual revenue	✓	✓	
Business plan	✓	✓	
Promote Fontech on corporate website	✓	✓	
Level 1 customer support	✓	✓	✓