



Activity

ThingParkEnterprise

Trailblazer Channel Program

Become an Activity Channel Partner

You are a System Integrator with a vision, and the ambition to uncover new markets, determined to solve your customers' issues by delivering today, tomorrows' norm, you are a Trailblazer! Activity's Trailblazer program provides access to innovative and disruptive technology that maximizes differentiation and allows our Channels to provide their customers with a sustainable IoT solution.

Our Trailblazer Channel Program provides everything a channel needs to be successful in the IoT marketplace:

- Access to industry leading products, solutions, and services
- Tools to help build your brand and grow in the IoT marketplace
- Significant benefits to reward channels for their skills and expertise

A Trailblazer is a person who makes, does, or discovers something new and makes it acceptable and popular

We are experts in IoT. Activity combines in-depth industry knowledge and the world-leading IoT technology platform. The world is more connected than ever and Activity is a pioneer of the Internet of Things and in LoRaWAN. We make it easy and affordable to connect billions of objects. Our network solutions help customers successfully implement technology and connect intelligence into their infrastructure and processes.

You are an expert in rolling out multi-component and complex projects. You have a highly technical team, with knowhow in LoRaWAN and IoT technologies. You are ready to create your IoT offer and execute against a business plan.

You are an expert in delivering to your customers solutions to resolve their pain points, improve and facilitate process. You are an expert in matching your customers' needs to a solution and in value added selling.

Together, we deliver complete offerings responding to your customers' needs making our economy more sustainable and making a wide range of industrial processes more efficient. **Together,** we will grow to meet your customers expanding requirement for IoT connections.

Benefits that Add Up

We'll help you grow your IoT business by sharing our resources and providing in-depth product training. The Trailblazer Channel Program provides tiered margins, incentives and marketing assistance and tools. Partnering with Actility drives growth and profits for businesses by enabling you to provide world-class solutions to meet your customers' needs and help them adapt to and succeed in the rapidly changing environment.

Together we are a force to be reckoned with

Trailblazer Program Benefits

PARTNERSHIP	PREMIUM	ELITE
Marketing Support Representative	✓	✓
Channel Account Manager	✓	✓
Level 3 support	✓	✓
Executive Sponsor		✓
Access to Actility Vault		✓
SALES ENABLEMENT		
Tiered Portal access sales enablement tools, data sheets, presentations, market data, marketing campaigns & tools	✓	✓
Free transferable NaaS licences to support demos, POCS, events	5	10
Access to Not-for-Resale (NFR) license	✓	✓
Deal registration	✓	✓
Priority for reception of Actility generated leads		✓
MARKETING		
Channel locator visibility on Actility.com	✓	✓
Eligibility for Co-Marketing Funds and joint marketing plans	✓	✓
Access to Actility Demos centers and tech labs		✓
TRAINING AND CERTIFICATIONS		
Access to Actility Institute library of on line courses	✓	✓
Sales and technical training and certifications	✓	✓

Interested in becoming a Trailblazer?

To become a Trailblazer Channel, complete the online Application at <https://www.actility.com/contact/>

A Channel Account Manager will reach out to you to discuss the most appropriate way to start our partnership.

