

Become an Activity Channel Partner

If you are a System Integrator with a vision, and the ambition to uncover new markets, determined to solve your customers' issues by delivering today tomorrow's norm, join the Activity Channel Partner Program. The Activity Channel Partner programs' goal is to provide access to innovative and disruptive technology that maximizes differentiation and allows you to deliver a sustainable IoT (Internet of Things) solution to their customers.

The Activity Channel Partner Program provides everything you need to be successful in the IoT marketplace:

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

Three reasons to join us:



Customer Momentum

LPWA is inspiring businesses to accelerate their innovations. Activity with its eco-system of partners deliver solutions that are proven to drive benefits for your customers.



Market Opportunity

Gartner forecasts the IoT will deliver new opportunities for the next decade, which will be enabled by new or improved technologies and predicts 25 billion connected objects by 2021.



Lifetime value

IoT is transforming business and industry in every sphere of activity, from connected cities to intelligent manufacturing & smart agriculture. The ROI for customers is exceptional in all scenarios. The time is now!

We are experts in IoT

Actility combines in-depth industry knowledge and the world-leading IoT technology platform. The world is more connected than ever and Actility is a pioneer of the IoT and in LPWAN (Low-Power Wide-Area Network). 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 rolling out multi-component & complex projects

You have a highly technical team, with knowhow in LoRaWAN and IoT technologies. You are ready to create and execute against a business plan by developing your IoT offer.

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 are a force to be reckoned with

Together we will deliver complete offerings to respond to your customers' needs to make our economy more sustainable, and make 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 indepth product training. The Actility Channel Partner Program provides tiered margins, incentives and marketing assistance and tools. Partnering with Actility drives growth and profits for businesses providing world-class solutions to meet your customers' needs and help them adapt to and succeed in the rapidly changing environment.

Actility Channel Partner Program Requirements & Benefits Overview

	Premium	Elite
Signed Agreement	✓	✓
Certified Sales/pre-sales	✓ (2)	✓ (4)
Certified tech support	✓ (2)	✓ (3)
Professional Services	Actility Branded	Channel Branded
Annual Review Commitment	✓	✓
Quarterly Business Plan	✓	✓
Featured on channel locator site	✓	✓
Co-marketing programs	✓	✓
Demo Kit (as per agreement)	✓	✓
Level 1 & 2 support	Required	Required

Interested in becoming an Actility Channel Partner?

Complete the online application at www.actility.com/channel-partners A Channel Account Manager will reach out to you to discuss the most appropriate ways to start our partnership.

www.actility.com

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