

Uplogix provides the first fully integrated local management solution, putting the power of your most trusted IT administrator everywhere, all the time.



How to Join the Uplogix Partner Program

Becoming an Uplogix Partner is straight-forward. To request a copy of our Partner Agreement and learn more about the program in general, contact:

partner@uplogix.com

Helping Our Partners Every Step of the Way

Once you join the program, Uplogix will help you maximize your success. In addition to assistance from our sales personnel, we provide help for each step of your customer's buying process via our partner portal, marketing and sales tools, and Basic Training course. As with any technical product, your sales team will be armed with the Uplogix-specific information necessary to sell our solutions, including:

- ▶ Communicating the Uplogix value proposition
- ▶ Identifying customer opportunities
- ▶ Enabling the buying process and managing the sales process
- ▶ The ability to conduct an onsite customer Proof-of-Concept (POC)
- ▶ Quoting a sales order
- ▶ Defining product evaluations and pilot implementations, including acceptance criteria

Every Uplogix Partner has access to these tools and our support.

Why Uplogix is Important to You

You Make Money!

You introduce Uplogix into your account... Uplogix will help sell, deliver, and implement the solution



Strategic Offering for Your Clients

Uplogix is the first to deliver true local management—an emerging solution that drives new opportunities for generating revenue and expanding your portfolio of offerings

Expand Your Solution Focus

Uplogix products deliver new functionality for secure access, control and enforcement—while working seamlessly with existing network & systems management software. You can now offer value added products and services that differentiate a standard infrastructure sale.

Program Overview

The Uplogix Partner Program is designed to be simple and fair, and to reward those partners who invest in learning our solution and jointly engage in opportunities. Uplogix invests in partners who invest in representing our award-winning remote management solutions. Here is the equation for success:

	Base discount off Uplogix list price	20%
	Qualified partner opportunity registration for additional discount off Uplogix list price	10%
	Total discount off list price for Uplogix solutions	30%
	Discount for maintenance and professional services provided by Uplogix	10%

- ▶ **Value-Added Resellers** | Expand your offerings with the next-generation of remote management products, while working with a provider who believes in a true partnership. Enjoy not only increased product revenue, but also potential ongoing services revenue!
- ▶ **Systems Integrators** | Become one of the choice systems integrators whose expert knowledge and experience benefit our customers in the deployment design, implementation, and customization of our solutions.

Qualifying to Register Opportunities

After joining the program, partners who choose to meet specific criteria are eligible to register customer opportunities to earn an additional discount. Registering opportunities is also a good way to avoid potential channel confusion and to protect key account relationships that you have worked hard to cultivate.

Registered opportunities can be held for 90 days, provided that it's qualified and the sales process is active.

To qualify for registration, partners must meet the following criteria that encourage strong support of the Uplogix relationship, build knowledge of our solutions, and strengthen the likelihood of mutual success.

1. **Demonstrate executive sponsorship** | Having active joint executive support from within our partners is a critical factor for joint success.
2. **Complete the Basic Training course** | Successful partners have a good understanding of the Uplogix solution. Uplogix has developed a Basic Training curriculum for sales, engineering, and professional services teams.
3. **Issue joint press release** | Uplogix is proud of its qualified partners, and wants the world to know about our joint plans to bring solutions to the market.
4. **Option to purchase an Uplogix Evaluation Kit** | Purchasing an evaluation kit demonstrates a commitment to developing a hands-on understanding of the Uplogix products. The kit is also used for onsite customer Proof of Concepts (POCs).
5. **Report pipeline activity** | Consistent forecasting of our joint sales activities is critical for our inventory control and lead times, and helps us to manage resources to help our partners.

Benefits of Partnering with Uplogix

- ▶ Access to Uplogix Partner portal
- ▶ Access to Basic Training course tools
- ▶ Access to electronic marketing collateral, pre-recorded webinars, and sales tools
- ▶ Partner participation in Uplogix marketing events (i.e. webinars, trade shows)
- ▶ Partner participation in joint demand generation activities

Partnering with Uplogix is a win-win

The award-winning solutions from Uplogix deliver an unprecedented level of active, local management that enables organizations to more effectively and easily maintain and administer distributed networks and infrastructures, while lowering support costs, improving security, and reducing recovery time.

It's a great opportunity to sell a unique product that integrates with your current network infrastructure sales and presents opportunities for professional services and ongoing maintenance revenue.

What people are saying

"Remotely managing our IT devices across a range of locations with a limited support staff was painfully time-consuming and costly, creating a burden that made it more challenging to focus on other critical IT responsibilities. Uplogix has one of the few solutions I have purchased and deployed in my career that actually performs as advertised. My team took it out of the box, plugged it in, and it just worked."



Chris Roberts
Network & Security Manager
ADESA

"Uplogix offers local management solutions that are truly state of the art, quick to deploy, and quick to deliver value."



Jim Frey
Network Management Analyst
Enterprise Management
Associates

Key Vertical Markets for Uplogix Solutions

- ▶ Satellite Communication
- ▶ Energy
- ▶ Government
- ▶ MSP
- ▶ Healthcare
- ▶ Financial Services
- ▶ Retail

ABOUT UPLOGIX // Uplogix provides the industry's first local management solution. Our co-located management platform automates routine administration, maintenance and recovery tasks—securely and regardless of network availability. In comparison, traditional network and systems management depends on the network, uses multiple tools, and remains labor intensive. Uplogix puts the power of your most trusted IT administrator everywhere, all the time.

Uplogix is privately held and headquartered in Austin, Texas. For more information, please visit www.uplogix.com.

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