

TROPOSPHERE

Partner Network

Channel Programs

TROPOS[®]
networks

Expand your customer base with new opportunities in the fast-growing metro broadband wireless market. Tropos Networks is dedicated to successful, long-term partnerships, helping our partners and their customers take advantage of the benefits of wireless broadband communication. The Troposphere Partner Network provides tailored training, tools, support, and more to qualified resellers and distributors.

Tropos' line of award-winning MetroMesh wireless routers leads the worldwide market for broadband wireless mesh networks. The performance, technology, and economics of Tropos MetroMesh routers are an unbeatable combination, from installation through on-going operations and support. Government and public safety agencies, utilities, industry and users around the world enjoy the benefits of always-on, high-speed connectivity.

The Troposphere Partner Network is tiered according to sales and technical expertise, with a focus on keeping our partners successful with the industry's best products and solutions, and comprehensive sales, marketing, demo, training, and certification programs. Program benefits increase according to commitment levels. The key thing to remember is that only Troposphere Partners can offer MetroMesh products – here's how to take advantage of all there is to offer.

RESELLERS

TROPOSPHERE
Partner Network
Authorized **Reseller**

Get started quickly and easily at the Authorized Partner level. Qualifying wireless service providers receive product discounts, and have access to exclusive online training, educational and promotional materials, as well as Troposphere Partner Network support personnel.

TROPOSPHERE
Partner Network
Premier **Reseller**

An increase in commitment levels brings additional program benefits. With demonstrated MetroMesh expertise and an established Tropos distributor relationship, Premier Partners receive greater product discounts across the full range of Tropos products and services. To help you stay current on the latest products and technologies, demo equipment is available at substantial discounts.

TROPOSPHERE
Partner Network
Elite **Reseller**

As major players in the wireless solution space, Elite Partners can demonstrate significant purchase capabilities and expertise. Elite Partners receive maximum Troposphere Reseller Partner benefits, including product and service discounts and pre- and post-sales training and support.

DISTRIBUTORS

TROPOSPHERE
Partner Network
Platinum **Distributor**

TROPOSPHERE
Partner Network
Gold **Distributor**

Troposphere Partner Network offers opportunities for domestic and worldwide distributors. Qualifying criteria include vertical expertise, geographic capabilities, and financial strength. Contact Tropos for more information.

TROPOSPHERE Partner Network

Troposphere Partner Network welcomes all partners, regardless of size and market reach. Tropos embraces all types of partners delivering resources and benefits that align with your business model and relationship. The demand for wide-area broadband communication is growing quickly – sign up today.

Reseller Programs

Program Benefit	Reseller Programs		
	Authorized	Premier	Elite
Exclusive Web Portal	X	X	X
Newsletter	X	X	X
Go to Market Sales Tools	X	X	X
Technical Sales Tools	X	X	X
Professional Development of Joint Customer Success Stories	Based on eligibility and availability	Based on eligibility and availability	Based on eligibility and availability
Logo Usage - Web and printed material	Authorized	Premier	Elite
Access to Tropos Leads		X	X
Tropos Products & Services			
All Tropos Products		X	X
Sell Reseller Support		X	X
Discounted Demo Equipment		X	X
Tropos On-site Sales Support		X	X
Discount Level	Authorized	Premier	Elite
Qualifying Criteria			
Approval by Tropos	X	X	X
One or More Staff Engineer Trained by Tropos		X	X
Existing Agreement with Tropos Distributor		X	X
Ability to Purchase Significant Product Annually			X

All Troposphere Partners can take advantage of the exclusive web portal, containing training materials, user group and sales meeting presentations and session recordings, technical reference materials, sales presentations and customer-oriented videos, and much more.