INTRODUCING WAVELINK'S MOBILITY PARTNER PROGRAM

Commencing July 1st 2021



Congratulations!

We're thrilled to have you to take part in our new partner program which is coming into effect 1st July.

Program	Mobility
Based on	Unique and created by Wavelink
Tiers	4 tiers
Qualification	Certifications and revenue Connected Health (The top tier) is by invite only





Why did we change?

• Identify and reward performing partners.

Our programs were designed with partners in mind to help you grow your business, increase your market share and reward you for performance.

What's changed?

Overall

- More emphasis on certifications
- Deal registration
- Lead referrals
- Improve tech support at Wavelink (More qualified resources to leverage)
- Introduction of a dedicated marketing team, supported by the right backend engines such as Marketo

Dedicated

Our Connected Health program (For selected partners selling into hospitals)



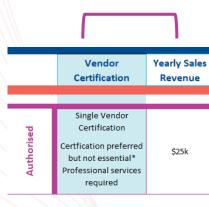
Wavelink's Mobility and Connected Health Partner Programs

	Vendor Certification	Upfront Discount Level	Yearly Sales Revenue	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
Connected Health	Assumption is all sa pricing. Exclusive ac pricing for hospitals (la co sell independent o certification:	cess to special bid rgest discount for that of Wavelink based on	Min \$1m	Exclusively for Hospitals	N60	Dedicated CAM, exclusive access to dedicated CH BDMs for hospitals	Exclusive for hospitals. Additional upfront dicount or rebate for origination	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Exclusive access to CH Solution Architechs for hospitals	Priority for hospitals, no charge
Elite	Min 2 certifications across product range	Highest for certified vendors (exclusive of hospitals)	\$250k	Yes (excluding hospitals)		Dedicated CAM and access to senior account management (excluding hospitals)	Yes	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Free, remote	Provided to all certified partners at no charge
p.	Min 1 certfication	Certified	\$100k	Yes (excluding hospitals)	NBO	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Accees	Free, remote	Provided to all certified partners at no charge
Preferred	Certfication preferred but not essential* Professional services required	Non Certified		Yes (excluding hospitals)	NBO	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Accees	Free, remote	Provided to all certified partners at no charge
sed	Single Vendor Certification	Certified		No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge
Authorised	Certfication preferred but not essential* Professional services required	Non Certified	\$25k	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge



Wavelink Benefits: AUTHORISED

Requirements



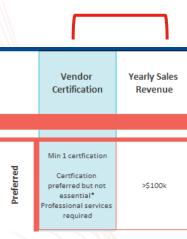
Benefits

Jpfront Discount Level	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
					W	/avelink Progra	m					
Certified	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge
Non Certified	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge



Wavelink Benefits: PREFERRED

Requirements



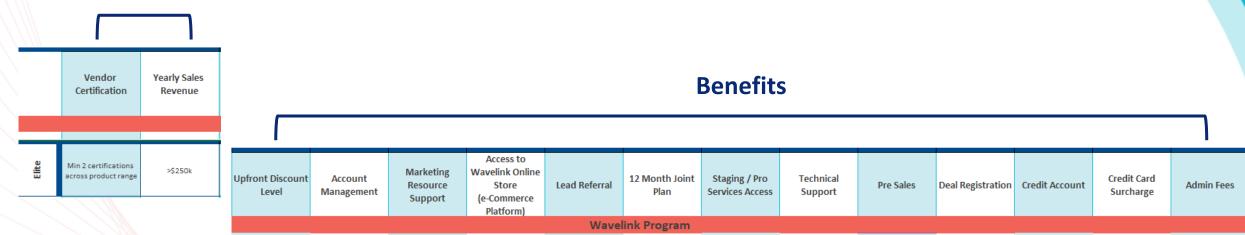
Benefits

Upfront Discount Level	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
Wavelink Program												
Certified	Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Accees	Free, remote	Provided to all certified partners at no charge
Non Certified	Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Accees	Free, remote	Provided to all certified partners at no charge



Wavelink Benefits: ELITE

Requirements



Yes

Yes

Provided to all

certified partners at

no charge

Free, remote

Yes (excluding

hospitals)

N60

Priority Access /

Subsidised costs

proactive marketing

engagement for

bespoke activities +

access to Wavelink

programs

Yes

Dedicated CAM and

access to senior

account management

(excluding hospitals)

Certified

PROVIDING SOLUTIONS TO CHANNEL

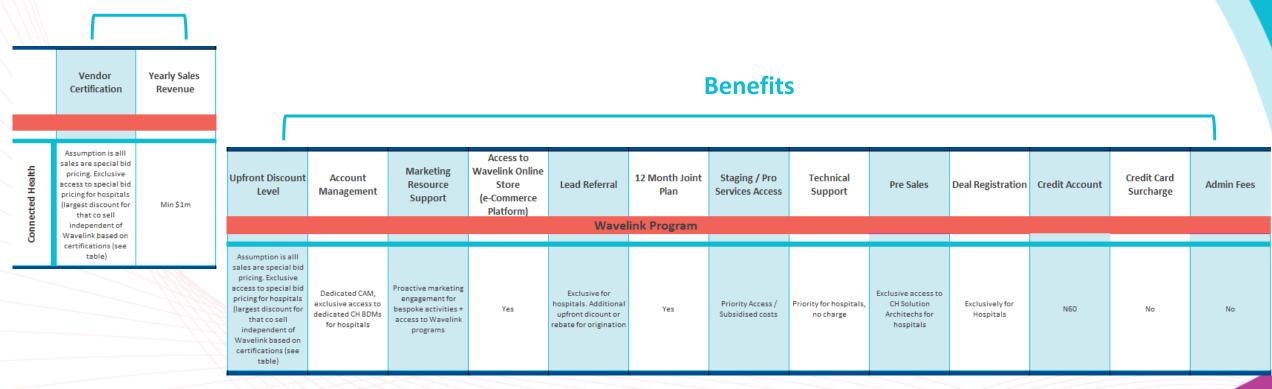
No

No



Wavelink Benefits: CONNECTED HEALTH

Requirements





Questions?

<u>Wavelink Mobility Partner Program FAQ</u>

Or chat with your local Wavelink representative today!

