

PARTNER
INFORMATION

MOBOTIX CLOUD

Start your ascent now and activate new sales potential



Video Surveillance as a Service (VSaaS): The New MOBOTIX CLOUD

Thanks to significantly increased bandwidth availability, more and more video surveillance systems are moving to the cloud. Video Surveillance as a Service (VSaaS) is a hosted, cloud-based solution for the future. It is a particularly attractive solution for everyday applications, as it incorporates data centers connected via the Internet **can be accessed worldwide** and ensure particularly high levels of availability and cyber security.



In **addition to** the MOBOTIX Bridge hardware component, **MOBOTIX CLOUD** includes video recording, storage and archiving technology, as well as live remote access to any camera, notifications, user management and Internet security — all in one monthly subscription.

The Benefits for your Customers

- ✓ An **easy-to-use** professional video system with real MOBOTIX DNA
- ✓ The **CLOUD user interface** is so easy to use, no IT expertise is required.
- ✓ The highest level of **cybersecurity**
- ✓ **Decentralized data storage** in the Cloud ensures data is secure
- ✓ Compatible with **all current MOBOTIX Mx6, MOBOTIX 7 and MOBOTIX MOVE** camera models, as well as with **third-party ONVIF-S-profile** cameras
- ✓ **Cost savings** as no software, storage devices, servers or IT staff are required
- ✓ All the user needs to get started is the MOBOTIX Bridge (MSRP 319), the CLOUD app (free of charge) and the video systems themselves

MOBOTIX CLOUD Opens Up New Sales Potential

Just like our cameras, we only sell MOBOTIX CLOUD through our worldwide network of partners — so you are the key to providing a comprehensive, zero-hassle service to our customers. Being a MOBOTIX partner has various long-term benefits:

Good, steady revenue



There is also a high demand for sales and installation of MOBOTIX video systems in relation to MOBOTIX CLOUD. The **initial setup** of the associated CLOUD software provides additional revenue, and monthly payments (subscriptions) for CLOUD services from your customers are an excellent source of steady income.



Expand into new customer groups

In addition to the attractive additional business from existing customers who want mobile access to their MOBOTIX systems, the MOBOTIX CLOUD opens up many **new customer groups**. This means the solution is also extremely interesting for small and medium-sized businesses or customers (e.g. retail chains, franchises and private households).



Extensive marketing support

We provide you with **attractive sales and marketing tools** such as brochures, presentations, case studies and information on our website. All materials are available online.



Product and sales training

As a MOBOTIX partner, **you will receive free product and sales training** in the form of an online training course in MOBOTIX Campus, giving you all the tools you need for optimum sales success.



Qualified contacts

Our brand receives a lot of interest thanks to **targeted advertising campaigns** using various **platforms**, for example online social media. As a certified reseller, we will pass **the resulting qualified contacts and leads with excellent closing opportunities** onto you.

How to Become a MOBOTIX CLOUD Business



Buying Bridge hardware

As a **direct customer**, contact your responsible MOBOTIX sales team and conclude a CLOUD dealer contract with MOBOTIX. Afterwards, you will receive an account as a reseller/reseller in the MOBOTIX CLOUD portal (<https://mobotixcloud.com>) and purchase the bridges from MOBOTIX. You can either keep them in stock or resell them directly.



Creating an account

As a **MOBOTIX distributor** selling Bridge hardware to a Tier 2 partner: When you first purchase a Bridge for this partner, simply register a new CLOUD partner account on the MOBOTIX CLOUD Portal (<https://mobotixcloud.com>). As a **Tier 2 partner**: MOBOTIX creates an account in the MOBOTIX CLOUD Portal for you when you purchase a Bridge for the first time.



Receiving access credentials

All new CLOUD partners (Tier 2) will automatically receive their personal **access credentials for the MOBOTIX CLOUD Portal** via email.

Activating the components



As a **Tier 2 partner**, you can log into the MOBOTIX CLOUD Portal (<https://mobotixcloud.com>) using these credentials and create an account for each of your end customers. You can register the Bridge hardware, as well as connecting and configuring the cameras. Only you can configure the end customer account, so you will always be aware of changes and can incorporate them into your invoicing process.



Invoicing for services

Customer only start paying for cloud-based services once the cameras are activated. At the end of each month, MOBOTIX will charge for the costs incurred by each Bridge. In addition to the invoice, as a direct customer, you will receive a csv file with a breakdown of services and costs that allows you to invoice your Tier 2 partner or end customer directly and conveniently.



Duration

Once activated, the MOBOTIX CLOUD subscriptions are not charged until the beginning of the following month - then always for the following month in advance. Changes take effect immediately and are not charged until the following month. Cancellation is always possible at the end of the month.

To the MOBOTIX CLOUD! Start your ascent now:

<https://cloud.mobotix.com>



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MOBOTIX
Beyond Human Vision