MOBOTIX Partner Program

We enable solutions "Beyond Human Vision"

We have been developing and producing intelligent IP video systems known for their high level of security, uncompromising reliability and premium "Made in Germany" quality since 2000. We are pioneer in Video Security Industry and set standards in data security. In terms of IoT, our video systems are computers with lenses, working intelligently and with embedded storage capacities. We sell our solutions through qualified distributors, dealers and partners around the world.

We have built an attractive partner program to provide you powerful benefits and help you, our partners, to grow your long-term business opportunities. **Our Partner Program** does not only offer competitive conditions, but also comprehensive service and know how. We update our partners by professional trainings and training documentation and thus keep you informed about the latest developments in **IP video technology, home automation, industrial application and methods for planning and sales**. In order to give you significant advantages in the market, we support our MOBOTIX Partners with marketing material, innovative products "Made in Germany", and also put you in contact with new customers.

At MOBOTIX we take care of our partners in every step of a project, and thus, for many years now, have been establishing a trustworthy basis for a Partner Program. We'll help you grow to earn even more.

And: We dislike nothing more than the word WE. That's why we're all about YOU!

Interested in becoming a MOBOTIX Partner? Please contact our regional sales team for more details.

BeyondHumanVision

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MOBOTIX Partner Benefits	MOBOTIX Bronze Partner 2022	MOBOTIX Silver Partner 2022	MOBOTIX Gold Partner 2022	MOBOTIX Diamond Partner 2022
MARKETING & SALES				
Access to MOBOTIX Partner Section	✓	✓	✓	✓
Project Registration	✓	✓	✓	✓
Project Support[1]	✓	✓	✓	✓
Exclusive Sales & Product News	✓	✓	✓	✓
MOBOTIX Partner Certificate (digital)	✓	✓	✓	✓
Access to End User Leads	–	✓	✓	✓
Invitation to MOBOTIX Events & Webinars	–	✓	✓	✓
Sell MxMC Advanced Service License	–	✓	✓	✓
Co-Marketing Opportunities	–	–	✓	✓
Prequalification of End User Leads	–	–	–	✓
Sponsored Case Studies	–	–	–	✓
PRICING				
Special Project Discount on the very first registered project	✓	–	–	–
Immediate Discount on List Prices (MSRP)[2]	✓	✓	✓	✓
Subsidized MOBOTIX Demo Equipment	✓	✓	✓	✓
Project Pricing[2]	–	✓	✓	✓
90-days app trial with your next P7 order[3]	–	✓	✓	✓
TRAININGS				
Best practice guide for new partners	✓	–	–	–
Seminar Packages	✓	✓	✓	✓
Solution Training	✓	✓	✓	✓
Free-of-charge update trainings for 5 employees with 3 training days each	–	–	–	✓
Official MOBOTIX Training at the Partner's office or via web	–	–	–	✓
TECHNICAL SUPPORT				
One remote Professional Services session (up to 4 hours) free-of-charge	✓	–	–	–
Technical Support	✓	✓	✓ priority	✓ top priority
Advance Replacement during warranty	✓	✓	✓	✓
Proof of Concept Support[4]	–	✓	✓	✓
Free-of-charge extended warranty on registered projects (>5k, IoT only)	–	✓ + 1 year	✓ + 2 years	✓ + 3 years

MOBOTIX Partner Requirements	MOBOTIX Bronze Partner 2022	MOBOTIX Silver Partner 2022	MOBOTIX Gold Partner 2022	MOBOTIX Diamond Partner 2022
Registration in the MOBOTIX Partner Portal	✓	✓	✓	✓
(Free) subscription to exclusive Sales & Product News	✓	✓	✓	✓
Certified MOBOTIX Expertise	recommended	min. 1 employee	min. 2 employee	min. 3 employee
Onsite Installations and First-Line Support	✓	✓	✓	✓
Sustainable Project Pipeline	–	✓	✓	✓
Stocking of Demo Equipment	recommended	✓	✓	✓
Revenue Commitment	–	✓	✓	✓
Yearly Business Plan	–	–	✓	✓

[1] MOBOTIX provides a number of resources to support its Partners in their Projects. These resources include, amongst others, sending a MOBOTIX Technical Project Engineer on site or sharing solution-specific expertise from within the global MOBOTIX Partner Society.

[2] Actual purchase price will be determined by your authorized channel.

[3] Please contact your local Sales Team to learn more about our app demo offering.

[4] MOBOTIX provides assistance to its Partners in proof-of-concept installations which aim to demonstrate the capabilities and fitness of MOBOTIX solutions to serve an end user's requirements.

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