

PARTNER PROGRAM



Innovation in the
Pursuit of Simplicity

www.ipfusion.ca

Electronic Security and Control Platform

IPFusion® Control is electronic security control software that connects any number of systems, devices, and technologies together to create unparalleled situational awareness and control.

The drag-drop-configure modular approach allows users to customize and deliver targeted solutions to meet customer needs.

IPFusion Control Advantage

Control is an enterprise level solution that is scalable, high-performing, resilient, easy to deploy, and future-proof. Control utilizes a unique approach to connecting infrastructure by providing real-time monitoring and control of millions of datapoints across hundreds of graphical maps. With Control you can connect systems and devices through a modular and extensible framework without updating the core software. Control is flexible and highly customizable to meet the specific need of every customer.

Our Vision

Our experience and passion drive the IPFusion vision "Innovation in the Pursuit of Simplicity". The IPFusion team strives to provide a commercial-off-the-shelf solution that is quick to deploy at a competitive price point.

Partnering with IPFusion

Our channel partners provide IPFusion to our shared customers. For this reason, IPFusion provides various incentives, in-depth training, and enablement opportunities to ensure our partners are well rewarded and even better trained to deal with our valued customer base.

Training and Support

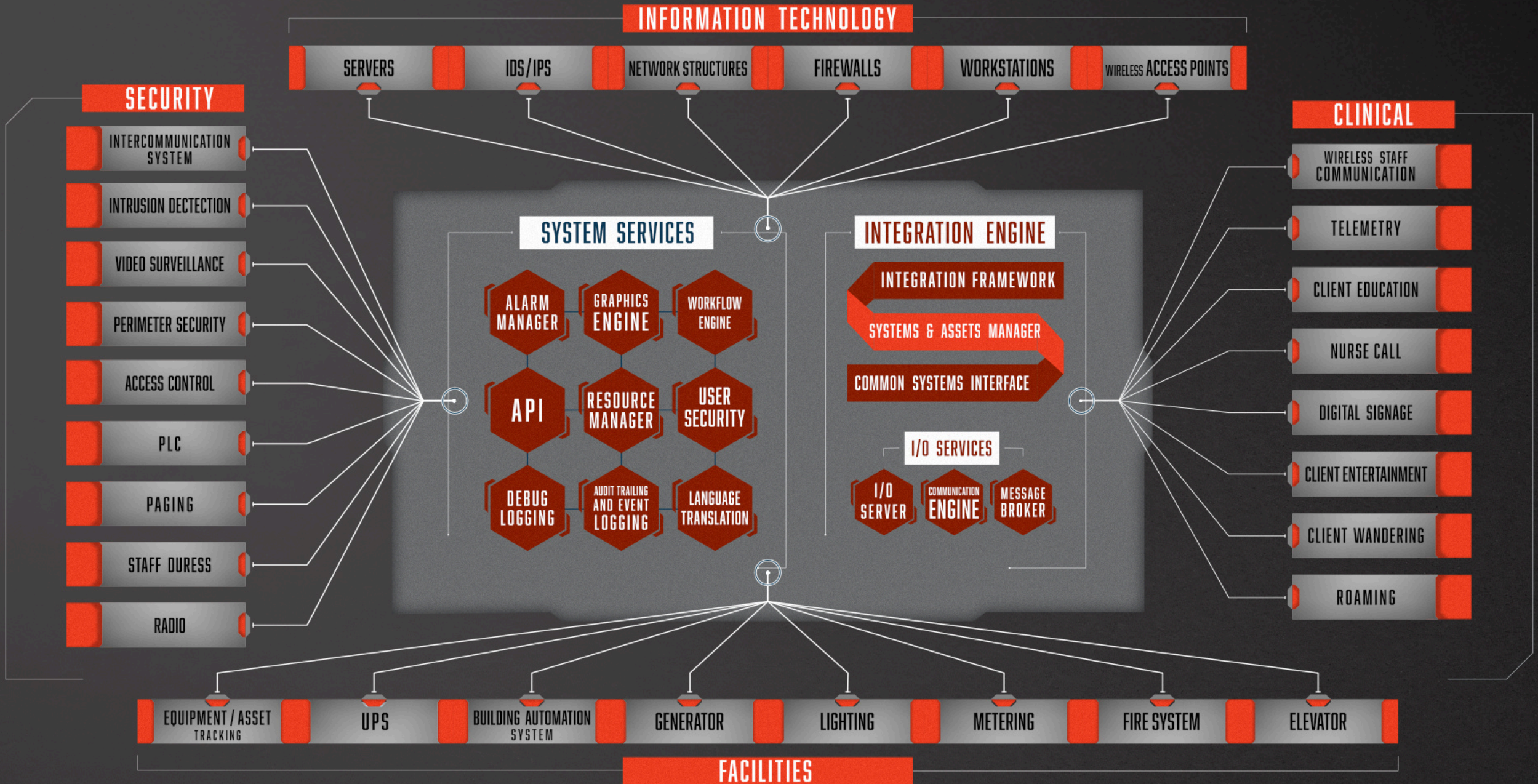
- Easy access to various sales and technical training courses and material
- Dedicated Sales Engineer support for partners

Ease of Doing Business

- Simple program requirements
- Single point of contact
- Online Partner Portal

Partner Engagement

The IPFusion professional services team is available to collaborate with channel partners to ensure successful delivery of all projects. IPFusion experts are available to assist with the full project lifecycle including estimating, pre-sales engineering, project management, deployment, testing, and support.



Technical Certification Program

The Control technical certification program offers three tiers of competency certification: Control Associate, Professional, and Expert.



The **Associate** certification involves theory and lab exercises where participants learn about and then apply their newly gained Control knowledge. They will get to deploy, configure, and integrate Control in an online lab connected to real systems and devices.

Participants are required to pass an online exam which tests basic knowledge and Control proficiency.



The **Professional** certification further develops a true understanding of the platform while focusing on application-based learning.

Participants are required to pass an online exam to get full accreditation.



The **Expert** level certification is for experienced Control subject matter experts only and requires a challenging, in-person proctored practical lab exam. Complex scenarios are explored, and student will be graded on theory and practice.

Program Requirements

IPFusion Partner Program rewards partners at all levels, while recognizing those who offer exceptional value to our joint customers.

Requirement	Partner Levels		
	BUSINESS	SILVER	GOLD
Annual Sales	\$ -	\$100,000.00	\$500,000.00
Signed Partner Agreement	Required	Required	Required
Sales Certifications	0	1	2
Technical Certifications	0	2 (Any Level)	3 (Min 1 Professional Level)
Total Certifications	0	3	5

IPFusion Partner Program Benefits

	BUSINESS	SILVER	GOLD
Discounts & Incentives			
Partner Level Min. Discount	-	10%	20%
Discretionary Discounts	✓	✓	✓
Training and Education			
Online Sales Training (Free)	✓	✓	✓
Technical Training Voucher	Associate – 2 seats **	Associate – 4 seats ** Professional – 2 seats	Associate – 8 seats ** Professional – 4 seats Expert – 2 seats
Partner Enablement			
Access to Partner Portal	✓	✓	✓
Access to Sales and Pre-Sales Resources	✓	✓	✓
Business Development			
Quarterly Business Reviews	-	✓	✓
Dedicated Channel Account Manager	-	✓	✓
Technical Support			
Access to the Center of Excellence	-	✓	✓
Access to Online Technical Resources	✓	✓	✓

** per year



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