



KOMunity Channel Partners Program

Authorized Partners

KOM Networks provides our Authorized Partners with all of the technical, sales and marketing tools and support needed to recommend and successfully sell KOM products and services to their customers.

Certified Partners

Our Certified Partners receive additional training, allowing them to provide solutions, implementation and support services directly to customers - and receive referrals and leads to grow their business.

| KOMunity Partner Benefits | | Authorized | Certified |
|---|--|------------|-----------|
| Sales | Resell KOM Authorized Products | ✓ | ✓ |
| | KOM Certified Sales Professional Training | ✓ | ✓ |
| | KOM Technical Sales Support | ✓ | ✓ |
| | Dedicated Channel Sales Manager | ✓ | ✓ |
| | KOM Authorized Product Volume Discounts | ✓ | ✓ |
| | Joint Sales Support | ✓ | ✓ |
| | Opportunity Registration and Price Protection | ✓ | ✓ |
| | Credit toward purchases made within first 30 days | ✓ | ✓ |
| | Right to use "KOMunity Channel Partner" logo | | ✓ |
| Marketing | Right to use "KOMunity Authorized Partner" logo | ✓ | |
| | Channel Promotions | ✓ | ✓ |
| | Sales & Marketing Support Material | ✓ | ✓ |
| | Lead Generation Program | ✓ | ✓ |
| | Market Development Funds | ✓ | ✓ |
| | Initial MDF to support marketing initiatives for first 90 days | ✓ | ✓ |
| | Resell KOM Annual Maintenance Contracts & Support (AMC) | ✓ | ✓ |
| Support, Maintenance & Post-Warranty Services | Resell KOM Product Post Warranty Service (PWS) | ✓ | ✓ |
| | Resell KOM Professional Services | ✓ | ✓ |
| Professional Services | Provide KOM Professional Services | | ✓ |