

# Airpath Solution Partner Program

***Airpath provides advanced hosted software that enables select Solution Partners to offer their customers and clients a complete global and seamless wireless access solution.***

The *Airpath Solution Partner Program* enables select solution providers to work with Airpath to deliver a complete wireless broadband solution to their customers. Airpath will make the *Airpath Solution Partner Program* available to external parties who qualify for the conditions outlined below. In exchange, Airpath will provide the support necessary to create real success for our Partners.

## ***Airpath Solution Partner Program***

### **Benefits**

- Access to unique, valuable technology
- Improved probability of winning deals requiring wireless back-office functionality
- Identification with market-leading vendor
- Reputation as advanced wireless infrastructure solution provider
- Professional services leads from Airpath
- Press releases and logos on web site
- Dedicated Airpath resource
- In-person sales training

### **Responsibilities**

- Announce Airpath relationship and post logo on web site
- Train sales force on Airpath products
- Introduce Airpath into account opportunities

## **PROGRAM OBJECTIVES**

***The Airpath Solution Partner Program has the following major objectives:***

- Accelerate the building of Airpath's market presence in key arenas.
- Economically drive incremental revenue through channels.
- Create momentum for the Airpath solution in target market segments with partners that are credible in reinforcing the business value of our solution.

## **AIRPATH COMMITMENT**

***Airpath is fully committed to the Airpath Solution Partner Program, believing fully that its success is directly tied to the success of its Partners. To that end, Airpath commits to the following:***

- Refer leads to our Partners when opportunities call for professional services, hardware, or other software.
- Be extremely responsive to our Partners' needs
- Understand our Partners' business
- Recognize our Partners' successes

***Through the Airpath Solution Partner Program, Airpath can partner with leading solution providers to efficiently drive incremental revenue to both the Company and its Partners.***

