



**Symbiosis** is a Symbio Technologies Authorized Channel Partner Program designed to provide distributors, value-added resellers and solution providers with sales, marketing, and technical support to foster collaboration and growth in their thin client efforts.

## **Symbiosis Benefits**

**Symbiosis** has three levels: Silver, Gold, and *Platinum*. **Symbiosis** is completely customized at the *Platinum* level.

<b>Sales Support Benefits:</b>	Silver	Gold
Access To Partner Web Site	X	X
Downloadable Sales Tools	X	X
Downloadable Price Lists	X	X
Authority To Sell Symbio products	X	X
Access To Sales Training	Discounted	Free
Dedicated Sales Manager Support	X	X
Sales Recommendations	X	X
Risk Free Evaluation Unit Program	X	X
Demonstration Unit Program	X	X
Free Demonstration Equipment		X
Account Protection For Registered Deals	X	X
On-Site Sales Training	Discounted	Free
Discount for Government / Education		X
Lead Referrals		X
<b>Marketing Support Benefits:</b>	Silver	Gold
Authority To Use Partner Logo	X	X
Downloadable Graphics	X	X
Periodic Product And Promotion Updates / Newsletter	X	X
Exclusive Margin Building Promotions / Incentives	X	X
Lead Building Program		X
Printed Collateral		X
Joint PR Opportunities		X
Co-Op Marketing Program		X
Logo Listing On Website	Fee	Free
Joint Case Studies		X
<b>Technical Support Benefits</b>	Silver	Gold
Toll Free Pre- / Post-Sale Technical Support	X	X
Technical Recommendations	X	X
Web-Based Technical Support	X	X
Priority Technical Support		X
Opportunity To Participate In Beta Tests		X
Access To Technical Training	Discounted	Free
On-Site Technical Training	Discounted	Free

*Platinum Symbiosis* members will work with Symbio Sales and Marketing to develop innovative and effective ways to build the Symbio brand name and to encourage their end-user customers to purchase Symbio products. Special benefits that *Platinum* members may be able to receive include MDF funds, rebates, etc. *Platinum* members are encouraged to work with Symbio to develop a mutually beneficial business plan and channel partner support program.



## Symbiosis Membership Criteria

The following guidelines have been set for each membership level of **Symbiosis**:

<b>Requirements:</b>	Silver	Gold	Platinum
Submit Symbiosis Entry Fee	No Charge	\$500	Invitation Only
Complete Symbiosis Enrollment Form	X	X	X
Complete Appropriate Reseller Agreement	X	X	X
Assign A Primary Contact	X	X	X
Provide Bi-Annual Updates On Company Information	X	X	X
Assign A Technical Contact	X	X	X
Place Symbio Logo On Their Website	X	X	X
Have Approved Credit Terms	X	X	X
Have Sold Thin Clients In The Past	X	X	X
Have One Or More Symbio Sales Certifications		X	X
Have One Or More Symbio Technical Certifications		X	X
Meet Annual Product Purchase Requirements	\$5,000	\$25,000	\$50,000
Sell Complementary Products (Microsoft, VMware, Citrix, etc.)		X	X
Have Three Or More Sales People		X	X
Demonstrate A Thorough Knowledge Of Symbio Products		X	X
Demonstrate A Commitment To Symbio Sales Efforts		X	X
Be A Silver Symbiosis Member For At Least Six Months		X	X
Have Multiple Sales Offices			X
Have One Or More Complementary Product Certifications			X
Be Approved By Symbio Marketing			X

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