



## WHY PARTNER WITH RAJANT?

# Rajant Outperforms the Competition Putting You on the Winning Team



Our partners go into any industrial networking opportunity with confidence. Knowing that Rajant has demonstrated superior performance consistently to customers in the areas of mobility, scalability, reliability, security, and redundancy gives you the Industry 4.0 connectivity edge.

With a high degree of uptime, ruggedized performance under the harshest conditions and the easiest, quickest installation on the market, Rajant has what it takes for you to secure new business and exceed your clients' requirements.

Anyone can do wireless and many more network providers can handle static environments. **Rajant's patented Kinetic Mesh® network, BreadCrumb® wireless nodes, and InstaMesh® networking software do connectivity differently.** When mission-critical communication matters and zero-downtime, autonomous performance is demanded, Rajant partners have the solution.

Become a Rajant partner and reap the benefits of our multi-tiered program designed to sustain profitable business growth. Rajant is here to enable your success in a global marketplace and generate IIoT revenue streams through collaborative business engagements. With a partnership level suited to your needs, you can enhance your competencies and capabilities through the representation, installation and technical support of Rajant. **Pick what works best for you.**

**Does your industrial wireless networking portfolio unleash the full potential of important mobile applications such as these?**

### Vertical

### Application

#### Military

Tactical and ruggedized communications

#### Mining

Fleet management, drilling and blasting control

#### Ports

Cargo and container tracking, telemetry, vehicular connectivity

#### Rail

Safety controls and automation, traffic optimization, CTBC, CCTV

#### Oil & Gas

Sensor monitoring and remote control, platform communications

#### Petrochemical

No spark, C1D2 personnel and asset tracking

#### Public Safety

Video surveillance and vehicular connectivity

#### Agriculture

Machine control and production, preventative maintenance

#### Utilities

SCADA, equipment control and monitoring

#### Service Provider/ Telecom

Wi-Fi and small cell off-load

## A Partnership Level that Suits Your Needs



### Kinetic Mesh Associate (KMA)

The entry level of the Rajant Kinetic Mesh Partner Program is the **Kinetic Mesh Associate (KMA)**. The KMA promotes, positions, designs, installs and supports Rajant mesh solutions. A KMA is an integrator with a wireless networking focus and the technical knowledge required to be their customers' trusted advisor. Wireless networking is a critical core competency for a Rajant Partner, and this competency is enhanced through completion of Rajant's three-step training and certification program. When one member of the KMA's staff completes the training program, the KMA will graduate to the Kinetic Mesh Partner (KMP) level.



### Kinetic Mesh Partner (KMP)

The second level of the Rajant Kinetic Mesh Partner Program is the **Kinetic Mesh Partner (KMP)**. At least two staff members from these partner organizations have completed Rajant's three-step training and certification program. The KMP promotes, positions, designs, installs and supports Rajant Kinetic Mesh solutions. KMP's are traditionally mature companies with a wireless networking focus and have the technical knowledge required to be their customers' trusted advisor. Wireless networking is a critical core competency for KMPs and they possess deep experience in supporting the complex mobile applications that may reside on their customers' network.



### Kinetic Mesh Premier Partner (KMPP)

The **Kinetic Mesh Premier Partner (KMPP)** is Rajant's highest partner level. The KMP can earn KMPP status by investing in more trained resources and reaching a designated revenue goal. These partners promote, position, design, install, and support Rajant mesh systems. KMPPs have displayed a commitment and competence level that positions them to successfully deploy and maintain large and/or complex solutions. KMPPs may also team with a KMA or KMP who may be seeking special technical expertise to augment their organization's engineering resources and man-power.



### Kinetic Mesh Self-Maintained User (KMSMU)

The **Kinetic Mesh Self-Maintained User (KMSMU)** is a unique company that has the technical staffing and proven ability to design, deploy and maintain a Rajant Kinetic Mesh network to support their own business operations. The KMSMU has multiple Rajant trained technical resources on staff to ensure network integrity.



### Kinetic Mesh Distributor (KMD)

A **Kinetic Mesh Distributor** will be an established distributor with an existing base of wireless resellers or integrators who promote, position, design, install, and support wireless networking solutions. They will also support Rajant's channel efforts through marketing, selling, recruiting, and warehousing Rajant products and will have defined territories or regions for sales and support transactions.



## Benefits

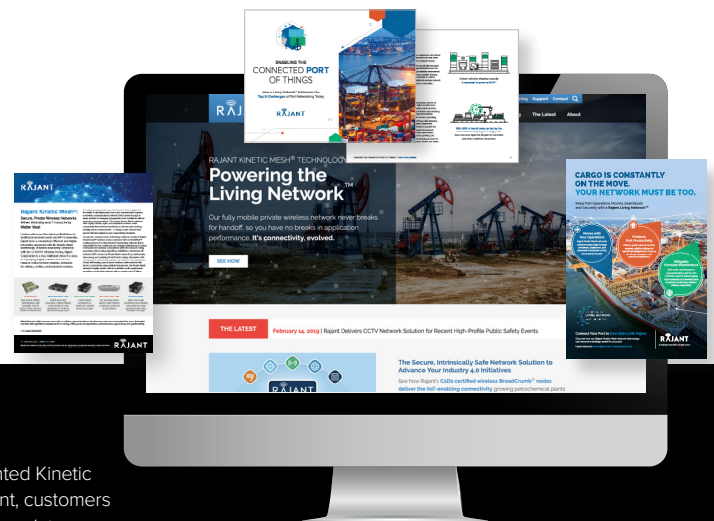
					
Discounted Purchases	\$\$\$	\$\$	\$	\$	\$\$\$\$
Discount off BC Assurance	\$\$	\$\$	\$	\$	\$\$\$
Discount off Firmware Updates	\$\$	\$\$	\$	\$	\$\$\$
Discount off Prof Spt & Svc Credit	\$\$	\$\$	\$	\$	\$\$\$
Deal Registration Program	✓	✓			✓
Opportunity Leads	✓	✓			
Portal Access	✓	✓	✓	✓	✓
Concierge Marketing	✓	✓	✓		✓
Attend Rajant Instructor-Led Trainings	✓	✓	✓	✓	✓
Attend Rajant Annual Partner Summit	✓	✓	✓	✓	✓
Snapshot Analysis Training	✓				

## Requirements

Rajant Certified Network Associate Training	3	2	2	2	1
Rajant Certified Network Professional Training	3	2		2	
Annual Purchase Goal	\$250K	\$100K	N/A	\$100K	\$2M
Provide Monthly Forecast	✓	✓	✓	✓	✓
Buy Lifetime Updates w/BC's	✓	✓	✓	✓	
Provide Export Compliance Data	✓	✓	✓	✓	✓
Bi-Annual Advanced Certification Renewal	✓	✓		✓	
Attend Annual Partner Summit	✓				✓

## What Does Concierge Marketing Mean?

As a reseller for Rajant Corporation, you have the benefit of not only a channel director but also a marketing executive to amplify your presence in the marketplace. Along with the wealth of online content available at [Rajant.com](http://Rajant.com), we are here to offer you additional marketing assistance with your website, social media, press releases, case study development, trade show collaboration, special events, media relations and more.



## About Rajant Corporation

Rajant Corporation is the exclusive provider of private wireless networks powered by the patented Kinetic Mesh® network, BreadCrumb® wireless nodes, and InstaMesh® networking software. With Rajant, customers can rapidly deploy a highly adaptable and scalable network that leverages the power of real-time data to deliver on-demand, mission-critical business intelligence. A low-latency, high-throughput and secure solution for a variety of data, voice, video, and autonomous applications, Rajant's Kinetic Mesh networks provide industrial customers with full mobility, allowing them to take their private network applications and data anywhere. With successful deployments in more than 50 countries for customers in military, mining, ports, rail, oil & gas, petrochemical plants, municipalities, and agriculture, Rajant is headquartered in Malvern, Pennsylvania with additional facilities and offices in Arizona, Kentucky, and Alabama. For more information, visit [www.rajant.com](http://www.rajant.com) or follow Rajant on LinkedIn and Twitter.

