RAJANT

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 multi-tier partner program that rewards loyalty and engagement, you can enhance your competencies and capabilities through the representation, installation and technical support of

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

Vertical	Application
Defense	Tactical and ruggedized communications
Mining	Fleet management, drilling and blasting control
Warehouse Automation	Material Handling, AMR, AGV, Drones, and Inventory Mangement
Ports	Cargo and container tracking, telemetry, vehicular connectivity
Rail	Safety controls and automation, traffic optimization, CCTV
Oil & Gas	Sensor monitoring and remote control, platform communications
Agriculture	Machine control and production, preventative maintenance

+ various other global industrial markets

Kinetic Mesh Associate (KMA)

The entry level of the Rajant 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 the completion of Rajant's web-based training and certification.

Kinetic Mesh Partner (KMP)

The first earned level of the Rajant Partner Program is the **Kinetic Mesh Partner (KMP)**. A KMP has at least two staff members that have completed Rajant's web-based RCNA course and earned the RCNA certification. 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. KMPs 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 designated annual revenue goals. 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 manpower. KMPP's receive our highest discount.

Kinetic Mesh Self-Maintained User (KMSMU)

The **KMSMU** is unique. The KMSMU has the ability and staffing necessary to design, install, and maintain a Rajant solution being utilized to support their own operations. The KMSMU is not reselling a Rajant solution to an end user. They are utilizing it for their own benefit. A good example would be a utility company or railroad.

Kinetic Mesh Distributor (KMD)

Rajant's **Kinetic Mesh Distributors** are established distributors with an existing base of wireless resellers or integrators who promote, position, design, install, and support wireless networking solutions. KMDs support Rajant's channel efforts through marketing, selling, recruiting, and warehousing Rajant products and have defined territories or regions for sales and support transactions.

Start your Journey!

Partnering with Rajant has many benefits like a tiered discount structure, discounted demo products, deal registration, seasoned sales and engineering support, leads, Concierge Marketing support, free web-based training, and so much more.

Contact your regional Rajant representative or **channel@rajant.com** to learn more about the benefits of partnering with Rajant and start your journey.

Intelligent Edge - Enabling Industrial AI

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