

An Intermec PartnerNet Member is a company that demonstrates exemplary business behaviours, provides quality solutions and customer support, possesses superior software and/or integration capabilities, and exhibits self-sufficient demand creation skills in the markets it serves.

Membership Levels

Intermec's PartnerNet Programme incorporates three membership levels to reflect varying degrees of partner capability and commitment:

- **Silver Partner** is the gateway into the PartnerNet Program, and provides resources and benefits intended to support Partners who are new to Intermec or the industry.
- **Gold Partner** status is granted to Members who have increased their technical and business knowledge of Intermec products and services, and have achieved target revenue thresholds.
- **Platinum Partner** is the highest level of recognition given to Members who consistently demonstrate their commitment to Intermec, prove their sales, technical and support capabilities to deliver Intermec solutions, and maintain the highest level of revenue performance.

Membership Requirements

Requirements	Silver Partner	Gold Partner	Platinum Partner
Mobile Solution Revenue*	\$50K / €35K / £30K after first year in PartnerNet Program	\$250K / €175K / £150K annually	\$1M / €690K / £600K annually
Mobile Solution Revenue (developing countries)	\$30K / €20K / £18K after first year in PartnerNet Program	\$150K / €110K / £95K annually	\$600K USD / €430K / £375K annually
Printer / Media Partner Revenue*	\$10K / €7K / £6K annually	\$50K / €35K / £30K annually	\$250K / €175K / £150K annually
Printer / Media Partner Revenue (developing countries)	\$6K / €4K / £3K annually	\$30K / €20K / £18K annually	\$150K / €110K / £95K annually
Opportunity Forecast in PartnerNet Portal	None required	None required	Mandatory
Channel Plan	None required	Mandatory	Mandatory
Quarterly Business Reviews (documented in PartnerNet Portal)	None required	Mandatory	Mandatory
Technical Training		On-line training and assessment plus 1 Certified engineer	On-line training and assessment plus 2 Certification engineers
Outbound Marketing	Via Distribution	Mandatory	Mandatory

PartnerNet Programme Overview



Lead Reporting			Mandatory
POS Reporting to Distributor	Mandatory	Mandatory	Mandatory

*Requirements for UK, France, Spain & Germany.

Membership Benefits

Marketing Benefits	Silver	Gold	Platinum
Eligible for Lead Program			✓
Recognition in PartnerNet Program	✓	✓	✓
Access to Intermec INsider	✓	✓	✓
Partner Concierge Access		✓	✓
Direct Communication from Intermec	✓	✓	✓
Partner Advisory Council Participation	N/A	Invitation	Invitation
Executive Briefings Participation	N/A	N/A	Invitation via Quarterly Webinar
Intermec Partner Summit Attendance			Yes; Can use Co-op Funding
Sales Support Benefits	Silver	Gold	Platinum
Field Based Sales Support	Distribution	Limited Intermec Direct Support	Assigned Intermec CBM
Joint Sales Engagement	Upon Availability	On Registered Projects	Available
PartnerNet Portal Access	Fee or Use Web Form to Register	One complimentary license if meeting revenue quota	Two complimentary licenses if meeting revenue quota
Project Registration on Mobile Computing Products with additional discount (Discount Code M)	Available	Available	Available
Financial Benefits	Silver	Gold	Platinum
Price Exception	Available	Available	Available
Demo Discount	✓	✓	✓
Participation in Co-op Programs			✓
Eligible for Quarterly Bonus Rebate			✓
Partner Discount	Available from Distribution	Available from Distribution	Available from Intermec or Distribution
Training and Service Support Benefits	Silver	Gold	Platinum
Intermec University Access & Cost	Partner Funded	Two Complimentary Licenses	Four Complimentary Licenses

Technical Support	Online Only	Limited telephone / email support	Telephone Support
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Partner Categories

Intermec embraces all types of partners creating demand for, influencing and delivering solutions that align with Intermec products and services. Those include:

- **Mobile Solution** - Software and/or integration services providers with businesses primarily focused on data collection solutions. An Intermec Mobile Solution Partner fully understands and supports applications which exist in Intermec's chosen target market spaces of Transport and Logistics, Consumer Packaged Goods, Retail and Industrial.
- **Printer/Media** - Printing solution providers primarily focused on thermal barcode and RFID printers, as well as media products including ribbons and label stock. An Intermec Printer/Media partner fully understands and supports both the fixed and mobile thermal printer market and has expertise in media applications.
- **Independent Software Vendor (ISV)** - Product software developers with solutions designed to work with and within Intermec hardware. An Intermec ISV Partner may market and sell their own internally-developed software product separately from Intermec hardware. This special designation provides Intermec end user customers with greater confidence that an ISV's software has been developed for and is compatible with Intermec's mobile computing and printing products.

Product Focus and Specialisation Areas

Becoming an Intermec PartnerNet Member provides you with the opportunity to have access to products and services in line with the Intermec PartnerNet Programme Policies and Procedures that require approval and/or Training Accreditation to resell. Intermec products are defined in the Intermec EMEA Price Guide Main Index as follows:

- **Computer Section** – (Mobile Computers, Vehicle Computers, Mass Storage Cards)
- **Wireless Section** – (Access Points, Communication Servers, Server Appliance Gateway, RFID)
- **Printer Section** – (Printers, Mobile Printers)
- **Scanners Section** – (Retail Scanners, MicroBars, Industrial Scanners)
- **Software Section** – (Software)

Training Accreditation Requirements

To ensure the best standards of implementation and support is provided by Intermec partners serving industry and commerce with solutions in auto identification and data collection technology and to be part of the Intermec PartnerNet community, technical training on the relevant products is paramount to ensure reliable and robust solutions are provided to the end user. For details of the current training requirements for both partner and premier part new membership levels of the PartnerNet Programme please refer to the Training and Certification section of the INSider.

The PartnerNet Program policies may from time-to-time be amended at Intermec's sole discretion and Intermec will attempt to provide Program Members with at least (30) days advance notification of any material changes.