

# INTRODUCING WAVELINK'S MOBILITY PARTNER PROGRAM

Commencing July 1st 2021



# Congratulations!

We're thrilled to have you to take part in our new partner program which is coming into effect 1<sup>st</sup> July.

Program	Mobility
Based on	Unique and created by Wavelink
Tiers	4 tiers
Qualification	Certifications and revenue Connected Health (The top tier) is by invite only

## Why did we change?

- Identify and reward performing partners.

Our programs were designed with partners in mind to help you grow your business, increase your market share and reward you for performance.

## What's changed?

### Overall

- More emphasis on certifications
- Deal registration
- Lead referrals
- Improve tech support at Wavelink (More qualified resources to leverage)
- Introduction of a dedicated marketing team, supported by the right backend engines such as Marketo

### Dedicated

- Our Connected Health program (For selected partners selling into hospitals)

# Wavelink's Mobility and Connected Health Partner Programs

	Vendor Certification	Upfront Discount Level	Yearly Sales Revenue	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
<b>Connected Health</b>	Assumption is all sales are special bid pricing. Exclusive access to special bid pricing for hospitals (largest discount for that co sell independent of Wavelink based on certifications (see table)		Min \$1m	Exclusively for Hospitals	N60	Dedicated CAM, exclusive access to dedicated CH BDMs for hospitals	Exclusive for hospitals. Additional upfront discount or rebate for origination	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Exclusive access to CH Solution Architects for hospitals	Priority for hospitals, no charge
<b>Elite</b>	Min 2 certifications across product range	Highest for certified vendors (exclusive of hospitals)	\$250k	Yes (excluding hospitals)	N60	Dedicated CAM and access to senior account management (excluding hospitals)	Yes	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Free, remote	Provided to all certified partners at no charge
<b>Preferred</b>	Min 1 certification	Certified	\$100k	Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Access	Free, remote	Provided to all certified partners at no charge
	Certification preferred but not essential* Professional services required	Non Certified		Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Access	Free, remote	Provided to all certified partners at no charge
<b>Authorised</b>	Single Vendor Certification	Certified	\$25k	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge
	Certification preferred but not essential* Professional services required	Non Certified		No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge

# Wavelink Benefits: **AUTHORISED**

## Requirements

	Vendor Certification	Yearly Sales Revenue
<b>Authorised</b>	Single Vendor Certification Certification preferred but not essential* Professional services required	\$25k

## Benefits

Upfront Discount Level	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
<b>Wavelink Program</b>												
Certified	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge
Non Certified	No	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Access based on availability	At cost	Provided to all certified partners at no charge

# Wavelink Benefits: **PREFERRED**

## Requirements

	Vendor Certification	Yearly Sales Revenue
<b>Preferred</b>	Min 1 certification Certification preferred but not essential* Professional services required	>\$100k

## Benefits

Upfront Discount Level	Deal Registration	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Admin Fee	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Pre Sales	Technical Support
<b>Wavelink Program</b>												
Certified	Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Access	Free, remote	Provided to all certified partners at no charge
Non Certified	Yes (excluding hospitals)	N30	Region based Channel Account Manager	Subject to specialisation or geographic location	Yes	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300	Access to broader Wavelink programs	Yes	Priority Access	Free, remote	Provided to all certified partners at no charge

# Wavelink Benefits: ELITE

## Requirements

	Vendor Certification	Yearly Sales Revenue
Elite	Min 2 certifications across product range	>\$250k

## Benefits

Upfront Discount Level	Account Management	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Lead Referral	12 Month Joint Plan	Staging / Pro Services Access	Technical Support	Pre Sales	Deal Registration	Credit Account	Credit Card Surcharge	Admin Fees
<b>Wavelink Program</b>												
Certified	Dedicated CAM and access to senior account management (excluding hospitals)	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Yes	Yes	Priority Access / Subsidised costs	Provided to all certified partners at no charge	Free, remote	Yes (excluding hospitals)	N60	No	No

# Wavelink Benefits: **CONNECTED HEALTH**

## Requirements

	Vendor Certification	Yearly Sales Revenue
<b>Connected Health</b>	Assumption is all sales are special bid pricing. Exclusive access to special bid pricing for hospitals (largest discount for that co sell independent of Wavelink based on certifications (see table))	Min \$1m

## Benefits

Upfront Discount Level	Account Management	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Lead Referral	12 Month Joint Plan	Staging / Pro Services Access	Technical Support	Pre Sales	Deal Registration	Credit Account	Credit Card Surcharge	Admin Fees
<b>Wavelink Program</b>												
Assumption is all sales are special bid pricing. Exclusive access to special bid pricing for hospitals (largest discount for that co sell independent of Wavelink based on certifications (see table))	Dedicated CAM, exclusive access to dedicated CH BDMS for hospitals	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Exclusive for hospitals. Additional upfront discount or rebate for origination	Yes	Priority Access / Subsidised costs	Priority for hospitals, no charge	Exclusive access to CH Solution Architects for hospitals	Exclusively for Hospitals	N60	No	No



# Questions?

- [Wavelink Mobility Partner Program FAQ](#)

Or chat with your local Wavelink representative today!