

## Your Competitive Edge.



The Aimetis Channel Partner Program is designed to produce a global network of highly skilled system integrators and value-added resellers who share in the Aimetis vision for delivering innovative, cost-effective and easy-to-use surveillance solutions that allow end-users to migrate from analog CCTV to intelligent IP video surveillance at their own pace.

We believe that our award-winning surveillance software together with the local knowledge and integration expertise that our channel partners provide is a winning combination. Together we can offer competitive solutions, develop new business, close more deals, be more profitable and increase customer satisfaction.



### Access to an Award Winning Product Portfolio

As an Aimetis Channel Partner you have exclusive access to our award-winning Aimetis Symphony™ Video Surveillance Software. With three license options to choose from, Aimetis Symphony allows you to offer future-proof surveillance solutions to your customers, meeting their needs for IP video management, system integration, alarm management and video analytics.

### High Margin Growth Potential

With the simplest licensing model in the industry - one camera, one license - we ensure your solutions will be competitively priced, allowing you to meet budget requirements and close more deals. And, with healthy margins and upgrade options Aimetis products and services contribute directly to improving your profitability.

### Sales & Marketing Support

Aimetis Channel Partners are provided with a comprehensive Sales and Marketing Tool Kit that helps them set themselves apart from the competition. With support ranging from lead generating co-marketing opportunities such as webinars and seminars, to deal registration and enhanced margin opportunities, Aimetis ensures its partners have a competitive edge.

### Technical Support

With an experienced global team of developers, software engineers and support personnel, Aimetis Channel Partners have a wealth of expertise to draw on to ensure they are designing and delivering reliable solutions that keep their customers satisfied.

### Training

Aimetis provides comprehensive technical training to make sure its channel partners are best equipped to deliver innovative, high quality and reliable video surveillance solutions. Additionally, we will provide you with optional educational sessions to further enhance your skills and knowledge on a variety of IP surveillance topics.

**Innovation. Teamwork. Success.**  
**Become an Aimetis Partner Today!**

<b>PARTNER BENEFITS*</b>	<b>AUTHORIZED</b>	<b>CERTIFIED</b>
<b>Sales Support</b>		
Lead Distribution Program		■
Enhanced Margin Opportunity		■
Software Demo License Extension		■
Deal Registration	■	■
Sales Tools	■	■
Sales Engineer Support		■
<b>Marketing Support</b>		
Welcome Kit	■	■
Partner Logo	■	■
Partner Certificate	■	■
Partner Plaque		■
Partner Portal Access (XNet)	■	■
Quarterly Newsletter	■	■
Marketing Collateral	■	■
Co-Marketing Opportunities	■	■
Vision Awards Eligibility		■
Customized Case Studies	■	■
Product Update Webinars	■	■
IP Surveillance Education Webinars	■	■

<b>PARTNER REQUIREMENTS</b>	<b>AUTHORIZED</b>	<b>CERTIFIED</b>
Web-based Training (2.5 hours)	■	
Classroom training (2 days)		■
Knowledge Competency Exam	■	■
Sales Forecasting		■
Revenue Commitment		■
Partner Agreement	■	■

\*Partner benefits may change without notice and may not be available in all regions

**Two Partner Levels to Choose From**



The Authorized Partner program is designed to meet the needs of small system integrators/resellers focused on standalone, basic IP surveillance implementations.

**Register for Authorized Web-based training today!**

[www.aimetis.com/partners/](http://www.aimetis.com/partners/)



The Certified Partner program is designed for medium to large-size system integrators/resellers focused on complex surveillance projects, incorporating system integration and video analytics.

**Register for Certification training today!**

[www.aimetis.com/partners/](http://www.aimetis.com/partners/)

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