



## FlashCIRCLE Reseller Categories & Benefits



	Copper (Technology Partner)	Bronze (Affiliate)	Silver (Preferred)	Gold (Premiere)	Platinum (Enterprise)
<b>Revenue Requirements</b>	None	\$150,000.00	\$300,000.00	\$500,000.00	\$750,000.00
<b>Program Fees</b>	None	None	None	None	None
<b>Sales Certification Training</b>	Not Required	10% of Sales Staff	10% of Sales Staff	20% of Sales Staff	20% of Sales Staff
<b>Technical Certification Training</b>	Not Required	Not Required	At least 1 Technical Staff	At least 1 Technical Staff	At least 2 Technical Staff
<b>Contract</b>	Not Required	Yes	Yes	Yes	Yes
<b>Annual Business Plan</b>	Not Required	Not Required	Required	Required	Required
<b>Quarterly Marketing Plan</b>	Not Required	Not Required	Required	Required	Required
<b>Monthly Sales Forecast</b>	Not Required	Required	Required	Required	Required
<b>Monthly Sales Activity Summary</b>	Not Required	Required	Required	Required	Required
<b>Account Registration</b>	Required	Required	Required	Required	Required
<b>Case Studies</b>	Not Required	Not Required	1 per Quarter	At least 2/Qtr	At least 3/Qtr
<b>Demo Unit Required</b>	Not Required	Required	Required	Required	Required
<b>How to Join</b>	Partner Profiler	Reseller Agreement	Reseller Agreement & Revenue Attainment	Reseller Agreement & Revenue Attainment	BITMICRO Endorsement & Revenue Attainment

<b>Benefits:</b>					
<b>Discount Level (Approx)</b>	Per Project Basis	40%	45%	50%	55%
<b>Secure Access to Partner Site</b>	No	Yes	Yes	Yes	Yes
<b>Online Customer Success Story Program</b>	No	Yes	Yes	Yes	Yes
<b>Pre-Notification of New Products</b>	Yes	Yes	Yes	Yes	Yes
<b>Demo Unit Program</b>	No	Yes	Yes	Yes	Yes
<b>Monthly Newsletters</b>	Yes	Yes	Yes	Yes	Yes
<b>Phone Tech Support</b>	No	Yes	Yes	Yes	Yes
<b>E-Mail Tech Support</b>	Yes	Yes	Yes	Yes	Yes
<b>Sales Leads</b>	No	Selective	Selective	Yes	Yes
<b>MDF Access</b>	No	No	Yes	Yes	Yes
<b>Level-2 Tech Support Access</b>	No	No	Yes	Yes	Yes