

## Partner Program

**Benefits & Requirements** 





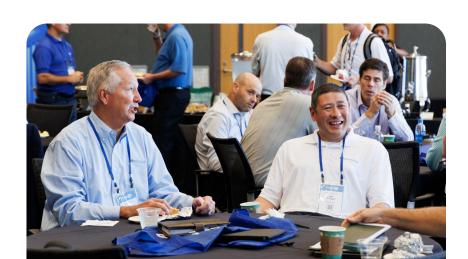
## What is the TagolO Partner Program?

Our Partner Program enables companies to feature their solutions and products in our community, take advantage of our co-marketing initiatives, and reach thousands of developers to create more business opportunities





# What Sets Our Program Apart





Increase your exposure and get more leads



Help customers find the right solutions



Showcase your products and expertise



### A Program in 2 Levels

The Partner Program is offered for network providers, hardware manufacturers, consultants, and system integrators at two levels better fit the strategy goals of each partner:

### 1. Basic

Entry level — easy to get set up and quick to start building connections

### 2. Advanced

Higher product visibility with more opportunities to collaborate with TagolO, customers, & partners in marketing initiatives



## **Types of Partners**

Find Current Partners: <a href="https://tago.io/partners">https://tago.io/partners</a>

We constantly invest in our partners to strengthen their IoT ecosystem presence, experience, and understanding. Join our program today if your company fits one of these categories:

#### Consultant

Expert that guides & helps others in topics related to the IoT industry

#### Software Developer

Individual or company able to implement IoT solutions with a program based on customer requirements

#### Hardware Provider

Designer, manufacturer, or distributor of sensors or end-devices used in the IoT industry

#### Network Provider

Connectivity provider for IoT sensors (e.g. LoRaWAN network server providers, satellites, telecom)

#### System Integrator

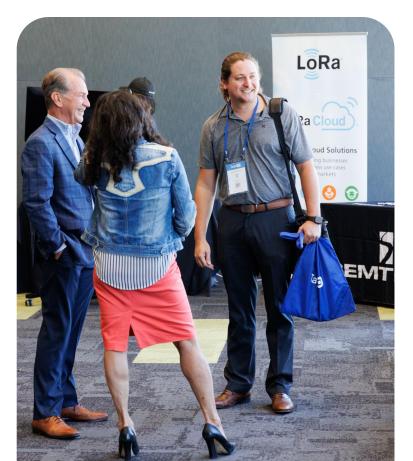
Expert with knowledge & experience in a sector who is able to join solutions using TagolO and additional components for customers



## Program Benefits & Requirements

For Basic & Advanced Levels







## **Benefits**

Benefit	Basic	Advanced	Description
Annual Partner Summit Event Participation	(S)	১	Active partners are invited for an annual event that announces new features, products, and opportunities
Device & Network Listed on TagolO Admin	(S	<b>区</b>	Connectors for end-devices or network integration will be ready for developers to use from TagolO admin
Device & Network Visible on TagolO's Website	(S	\(\rangle\)	End-device description and network displayed on the TagolO website
TagolO Logo Usage	<b>区</b>	\(\rangle\)	Add the TagolO logo on your website for promotion
Access to Partner Portal		\(\rangle\)	Create and update your company profile at any time
Publish a Video or Written Use Case	<b>区</b>	<b>区</b>	Write a use case showcasing the benefits and TagolO services used — released on our website



## **Advanced-Only Benefits**

Benefit	Basic	Advanced	Description
Joint Webinars	×	$\delta$	Opportunity to co-host Webinars using TagolO webinar tools
Social Media Promotion	×	<b></b>	TagolO and partners promote partnership and integration on social media, blogs, newsletters, etc
Joint Demo Exposure at IoT Events	×	<b></b>	TagolO and partners can agree on co-hosting events in trade-shows and conferences (costs may be incurred)
Press Release	×	<b></b>	At least one press release for the IoT community and customers in the industry
Higher Priority to Solve Technical Issues	×	<b></b>	Our technical team will resolve any issues within 24 hours (when the issue is directly related to TagolO)
Recurring Meetings with CSMs and Experts	×	<b>区</b>	1-on-1 quarterly meetings with TagolO experts in sales, products, and support — review leads exchanged during the period



## Requirements

Requirement	Basic	Advanced	Description
Create Company Profile in the TagolO Partner Portal		$\delta$	Partner fills all requested fields based on the type of partner and level selected
Showcase Partnership with TagolO on Website & Socials		\(\rangle\)	Partner should make a full effort to communicate its partnership with TagolO on all appropriate marketing channels
Create Connector or Network		\(\rangle\)	Partner is responsible for testing and validating connectors and network connectivity — TagolO will support with best practices
Provide Image, Logo, and Description of Each Product	<b>S</b>	\(\rangle\)	Partner inputs all information when creating a connector/network using a TagolO account
Test Device Integration with the Device Sending Data		\(\rangle\)	Partner is responsible for validating each end-device by using real data sent by it
Complete Required TagolO Training	×	\(\rangle\)	Based on the type of partner, some training may be necessary



## **Additional Requirements**

Requirement	Basic	Advanced	Description
Add a Support Link & Product Details to TagolO's Website	×	$oldsymbol{\lozenge}$	Device description must include a link for support and provide more details for developers
TagolO Starter or Scale Subscription	×	区	Some discounts may be applied (see benefits)

# Start Your Application Today

https://tago.io/become-partner

Our team would be thrilled to discuss how we can partner together with to advance loT and our companies' goals!

## Find Current Partners

https://tago.io/partners

