



## Grow Your Business with Rajant's Kinetic Mesh® Mobile Broadband Infrastructure Solution



### A Technology Investment that Puts You Ahead

At Rajant, we are keenly aware of the demands being placed on solution providers to deliver high-performance wireless networks that are secure, scalable, and able to support a wide range of applications for true mobility. We also recognize providers are spending more time evaluating new partnerships to ensure that new investments in technology will result in new business opportunities and enhanced competitive differentiation. **In today's wireless marketplace, it is critically important that providers align themselves with technology leaders who are delivering solutions to address the following:**

- The ever-changing regulatory landscape and notable saturation of unlicensed spectrum in urban areas
- The migration from fixed communications to mobile communications
- The ability to deliver secure, carrier-grade network performance in challenging terrain, remote locations, and non-line-of-sight environments
- The trend for mobile wireless broadband to advance organizational and operational efficiencies in areas such as video surveillance, sensor monitoring, process and automation controls, safety, and fleet management applications
- Wireless infrastructure that supports autonomous and semi-autonomous vehicles and equipment as well as a vast array of IoT applications

**If you are a wireless solution provider seeking to reach new markets that can leverage the power of true mobile broadband, consider a partnership with Rajant.**

**Does your wireless networking portfolio allow you to provide important mobile applications such as these?**

Vertical	Application
Military	Tactical and ruggedized communications
Mining	Fleet management, drilling and blasting control
Utilities	SCADA, equipment control and monitoring
Oil & Gas	Sensor monitoring and remote control, platform communications
Transportation	Safety controls and automation, traffic optimization, CBTC, CCTV remote monitoring and Wi-Fi access
Public Safety	Video surveillance and vehicular connectivity
Service Provider/ Telecom	Wi-fi and small cell off-load
Ports	Cargo and container tracking, telemetry, vehicular connectivity
Industry 4.0	Machine control and production, preventative maintenance

## The Kinetic Mesh Advantage

At Rajant, we are focused on delivering private infrastructure networks that connect mobile and static assets in mines, oil and gas fields, smart cities, utilities, transportation and port authorities, Industry 4.0, public safety, and military markets. As a Kinetic Mesh partner, you are vital to serving our customers and achieving the highest level of customer satisfaction. As a channel-focused company, Rajant adheres to a high standard of engagement and principles. This commitment is reflected in the benefits of our multi-tiered partner program designed to support your growth profitably.



With Rajant Kinetic Mesh® networks, consisting of BreadCrumb® wireless nodes powered by our patented<sup>1</sup> InstaMesh® networking software, our partners are changing the way the world utilizes mobile infrastructure. No other wireless mesh technology equals that of the BreadCrumb node for turning your mobile assets into network infrastructure. From inception, Rajant's InstaMesh technology was built to provide performance no matter how the network characteristics change. Whether adding or subtracting BreadCrumbs, changing frequencies, or moving over large areas, Rajant BreadCrumbs are ruggedized nodes which are designed to address virtually any need.

Performance, mobility, and having no single point of failure have allowed Rajant to succeed in even the most challenging environments. We are confident that the mobile capabilities found in our Kinetic Mesh networks will be the difference in securing new business and exceeding your customers' requirements.

Rajant is the leader in the mobile infrastructure market. Our InstaMesh technology powers all our wireless infrastructure products and delivers superior performance, unsurpassed reliability, ease of installation, mobility and security. Thousands of BreadCrumbs have been deployed—many in some of the largest companies in the world. As a result, Rajant's technology is field tested and proven.

**Partners can go into any opportunity with confidence, knowing that the Rajant solution has demonstrated its superior performance consistently while bringing real mobility advantages to customers everywhere.**

With increasingly demanding applications, we understand the importance of flexibility and responsiveness and are dedicated to meeting your customers' evolving requirements. Rajant brings the entrepreneurial agility of a start-up backed by thousands of satisfied customer installations and experience.

It is this real-world application of our technology and product development that drives our engineering team to deliver the most competitive products in the industry—addressing increasingly challenging customer requirements for speed, ruggedness, and complexity of operations. With Rajant, you can be assured that your customers have access to the latest technology and most competitive offerings—technology that allows you to meet new and evolving application requirements such as Unmanned Ground Vehicle (UGV) and small Unmanned Aerial System (sUAS) communications.

Rajant has focused its entire engineering prowess on making certain that wireless connectivity is simple, instantaneous, and fail-proof. By utilizing multi-frequency radios that offer multiple paths to connectivity, we have produced an industry-leading solution that wireless solution providers want to sell and support while being confident that their customers will have peace of mind knowing their network will not let them down.



<sup>1</sup> U.S. Patent 8341289B2

## The Rajant Kinetic Mesh® Partner Program

Our Rajant Kinetic Mesh Partner Program is designed to help you professionally specify, design, and install Rajant Kinetic Mesh solutions. Your successful delivery and deployment of our solutions is contingent on our ability to provide you with unparalleled support and the fortitude to overcome challenges along the way. We are committed to your success through the multi-level Rajant Kinetic Mesh Partner Program. The program provides access to multiple levels of training, technical resources, and marketing and sales tools to help you drive and close sales at every stage of the sales cycle.

### A Partnership Level that Suits Your Needs

Our partner program was designed knowing that there are a wide range of wireless focused integrators, solution providers, and distributors with varying levels of expertise and market approaches. The levels of our program provide each type of partner with clear guidelines for successfully incorporating Rajant solutions into your offering to bring value to your customers and drive revenue.



#### Kinetic Mesh Partner (KMP)

The first level is the **Kinetic Mesh Partner**. All partners enter at this level. These partners promote, position, design, install, and support Rajant mesh systems. KMPs are traditionally mature companies with a wireless networking focus and the technical knowledge to be their customers' trusted advisor. Wireless networking is a critical core competency for KMPs although they may not have deep experience in supporting complex mobile applications that may reside on their customers' network.



#### Kinetic Mesh Premier Partner (KMPP)

The **Kinetic Mesh Premier Partner** is an earned partner level. These partners promote, position, design, install, and support Rajant mesh systems. KMPPs have displayed a commitment and competence level that positions them to successfully deploy and maintain large and/or complex solutions. KMPPs may also team with a KMP who may be seeking special technical expertise to augment their organization's engineering resources and man-power.



#### Kinetic Mesh Distributor (KMD)

A **Kinetic Mesh Distributor** will be an established distributor with an existing base of wireless resellers or integrators who promote, position, design, install, and support wireless networking solutions. They will also support Rajant's channel efforts through marketing, selling, recruiting, and warehousing Rajant products and will have defined territories or regions for sales and support transactions.

## Rajant Kinetic Mesh® Partner Program



Sales Staff	1	2
Field Engineers	1	2
Sales Engineer	1	2
RF Engineer	1	2
TCP/IP Engineer	1	2
RF/Network Design	1	2
Network Deployment	✓	✓
Network Maintenance	✓	✓
1st level Tech Support	✓	✓
Annual Purchase Target	0 – \$250,000	>\$250,000
Sales Training	1	2
Web Based Tech Training	1	2
Instructor Led Basic Training	1	2
Instructor Led Advanced Technical Training	1	2
Annual Technical Training Refresh	1	2
MNDA	✓	✓
KMP Agreement	✓	✓
Procurement Process	via Distributor	via Distributor
Year in TCP/IP	5	8
Years in RF	5	8
Monthly 90-day Funnel	–	✓
Quarterly Business Review	–	✓

## Partner Benefits

Preferred Pricing	✓	✓
Demo Kit Discount (Not for resale)	✓	✓
Use of KMP Logo	✓	–
Use of KMPP Logo	–	✓
Use of Rajant Marketing Elements	✓	✓
Partner Portal Access	✓	✓
Support Portal Access	✓	✓
Participation in Leads Program	–	✓

If your organization is interested in exploring a partnership with Rajant, please begin by completing the application at [www.rajant.com/partnering](http://www.rajant.com/partnering).

Tel: 484.595.0233 | [www.rajant.com](http://www.rajant.com)

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