

# Momentum Partner Program

The Momentum Partner program is focused on serving and empowering Resellers, OEMs, ISVs, System Integrators, and solutions partners.

When you partner with Moki you gain an ally that is committed to your success. We understand that when you succeed, we succeed. Our goal with Momentum is to come alongside your business to provide an offering that will make your business stand out above the crowd.

## What You Get With Moki

### 1 Gain Partner Support

We provide the knowledge, training and tools to get you up to speed quickly and become a Moki expert.

### 2 Enjoy Leading Edge MDM

Stand out from the crowd by offering the industry leading remote management solution for dedicated devices.

### 3 Expand Market Share

Reach a broader audience with co-marketing opportunities. Moki will always recommend partners to our customers first.

### 4 Grow Your Business

Gain momentum to grow your business. Discover new revenue opportunities and the remote management solution to transform your customer's business.

## Key Benefits

### Sales Enablement

Moki provides technical and product training and support to help you become Moki experts, and sales training and account sales support to give you momentum in closing deals and growing your business. Partners also get NFR (not for resale license to use for demoing).

### Marketing

Partner portal access full of marketing resources, co-branded collateral, cross promotion, visibility on customer facing website.

### Sales Support

Simple deal registration/lead submission, competitive margins/commission, full visibility into revenue generated and commissions earned, fast commission payout.

### Easy Client Management

Dedicated partner portal with easy deal registration and lead submission so you can stay on top of your potential revenue. Access to sales and marketing assets in partner portal as well as communication with your account manager.

### Program Overview

Requirements	Bronze	Silver	Gold
Annual new business sales	0-39K	40-99K	100K-
Renewal target	95%	95%	95%
<b>Benefits</b>			
NFR	X	X	X
Partner Portal access	X	X	X
Moki sales training	X	X	X
Moki tech training	X	X	X
Moki newsletter - updates of new offerings	X	X	X
<b>Sales support</b>			
Onboarding program	X	X	X
Dedicated account manager	X	X	X
Moki pre-sales tech support	X	X	X
Marketing support	X	X	X
Partner swag (logos, badges, etc.)	X	X	X
Co-branding	-	X	X
Case study	-	X	X
MDF	-	X	3%



**Train**



**Market**



**Sell**



**Earn**



**Repeat**