



Wavestore Partner Programme

Better together

Wavestore's business philosophy is based on partnerships. Being open platform and truly independent we depend on close relationships with our customer and technology partners in order to deliver innovative and best-in-breed total security solutions across a wide variety of markets.

The Wavestore Partner Programme is designed to offer real-world benefits to customers involved in the design, installation and commissioning of electronic security solutions. At Wavestore we believe we're much better together with close partnerships leading to stronger solutions, happier end-customers and more winning situations.



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INNOVATION
2015



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INTERNATIONAL TRADE
2015

Winner of two Queen's Awards for Enterprise

Unlock your full potential through partnership with Wavestore



Winner of two Queen's Awards for Enterprise, Wavestore's most important innovation is that it enables you to innovate too. Our powerful Video Management Software can be used with a host of third-party technologies enabling you to deliver the right security solution to your end customer and, in partnership, we will support you every step of the way.

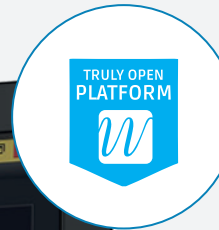


Winner of two Queen's Awards for Enterprise



Winning business together

Although the vast majority of applications can be fully satisfied through the deployment of one of our standard software editions, we also work closely with our partners on specialist integration projects that require bespoke development. This enables you to deliver a cost-effective, fully supported solution that fits the exact requirement of the end-customer and is a very powerful tool in setting your business apart from the crowd.



Three levels of partnership

Wavestore Registered Partner

Wavestore Registered Partner

Open to any company that designs, installs and commissions electronic security solutions. Registered Partners receive instant access to a host of benefits, including enhanced margin opportunity via your preferred distributor* and the ability to register projects directly with Wavestore.

* Only authorised Wavestore distributors apply

Wavestore Certified Partner

Wavestore Certified Partner

Open to Registered Partners who want to work even more closely with Wavestore and take partnership to the next level. Certified partners have team members who are fully trained to make Wavestore the centre of their integrated security solutions and can therefore unlock more business potential across target vertical markets.

Training requirements:
✓ At least 1 technical certified

Wavestore Enterprise Partner

Wavestore Enterprise Partner

Wavestore Enterprise partners have unrivalled access to the Wavestore team, in fact they are very much an extension of it. At this level joint business development plans are implemented and support is given every step of the way to ensure end-customers are able to fully maximise their return on investment for a best-in-breed security solution.

Training requirements:
✓ At least 2 sales certified
✓ At least 2 technical certified

Non-Disclosure Agreement (NDA): Yes
Revenue commitment: Yes

By invitation only



Expert training programme

As a Wavestore Partner you have access to our comprehensive training programme which is split into sales training, where delegates discover how to win more business in partnership with Wavestore, and technical training which brings your engineers to a competent level to design, install and commission Wavestore's Video Management Software suite. Training is a key requirement for our higher partner levels in order for you to enjoy a host of additional benefits.



Enabling the latest technology

Wavestore has a wide technology partner base and is able to seamlessly integrate with thousands of devices to form a total security solution. Through partnership with Wavestore you are able to unlock the benefits of our wider ecosystem and choose exactly the right products and technologies for the job at hand, with clear opportunities for future sales through an upgrade path with your customer as new technology is adopted. This includes integration with the very latest intelligent video analytics, such as facial recognition, Automatic Number Plate Recognition (ANPR) and footfall analysis as well as areas such as Access Control, PIDs and other devices – delivering the power of Wavestore across your entire security solution.



And many more...

Support you can rely on

Wavestore is well known for its leading levels of support. Our Certified and Enterprise level partners benefit from this further through having dedicated account management and priority access to our technical and pre-sales support teams, helping you to win more business and maintain excellent customer relationships.

BENEFITS	Registered	Certified	Enterprise
Access to on-line Partner Portal	✓	✓	✓
Exclusive discount from MSRP price list via your preferred Wavestore Authorised Distributor	Registered level discount	Certified level discount	Enterprise level discount
Project registration with Wavestore	✓	✓	✓
Internal sales support	✓	✓	✓
Partner e-newsletter	✓	✓	✓
Access to Wavestore training programme	✓	✓	✓
Telephone pre-sales Support	✓	✓	✓
Access to Wavestore Technology Partners	✓	✓	✓
Use of Wavestore demonstration facilities*	✓	✓	✓
PR support for Wavestore installed solutions	✓	✓	✓
Discount off MSRP for 'not for resale' demonstration licences	80%	90%	100% (FOC)
Company, product and solution updates via webinar	-	✓	✓
Priority technical support	-	✓	✓
Dedicated account manager	-	✓	✓
Use of Wavestore Partner logo	-	✓ Certified	✓ Enterprise
Dedicated tender submission support	-	✓	✓ Priority
Opportunity for joint business development activity	-	✓	✓
2-year protection at partner level**	-	-	✓
Business development support	-	-	✓
Product roadmap updates	-	-	✓
Entered onto 'Where to Buy' section of Wavestore website	-	-	✓
Access to Wavestore consultant programme	-	-	✓

* Subject to availability

** As long as adequate training standards are maintained

Eligibility and how to register

Are you eligible to register for the Wavestore Partner Programme?

The Wavestore Partner Programme is open to any company that designs, installs and commissions electronic security systems wishing to take advantage of the very latest innovative technology to provide best-in-breed security solutions.

How to register?

Simply visit www.wavestore.com/partner or contact us and we'll get you set up. We'll need to know your preferred distribution partner(s), your account numbers with them and just a few other additional details, but it won't take long before you can start to enjoy all the benefits of the Wavestore Partner Programme.

Register now at www.wavestore.com/partner



Phone: +44 (0)1895 457475
Email: info@wavestore.com
Visit: wavestore.com

Version 2

Head Office

Wavestore Global Ltd
Boundary House,
Cricket Field Road,
Uxbridge, UB8 1QG, UK



The IP-based
Security Standard