



FST's Partner Program is focused on promoting and supporting our solutions with integrators to help them grow their businesses, reduce project risks and increase their profitability.












We're doing this in several ways, including incentivized training and combined activities, to help integrators receive the sales and support expertise they need.












Here is important information on the benefits our integrator partners enjoy:



			
Marketing Support	Website listing	✓	✓
	FST logo on channel sales and marketing materials	✓	✓
	Reduced rates for demo systems	✓	✓
	Added partner logo to FST collateral		✓
	Support building channel's targeted go-to-market plan		✓
	Publish partner's applications/case studies on website		✓
	Market Development Fund for joint marketing activities		✓
	Special marketing promotions		✓
Sales Support	Reduced rates for software and support	✓	✓
	Pre-Sales support for strategic accounts	✓	✓
	Collaborative sales plan development		✓
Technical training & Support	Technical and Training Support	✓	✓
	Full business hours for technical support (localized business hours)	✓	✓
	After-hours technical support (including weekends)		✓
	Discount on consulting services		✓

Following is an outline of how partners qualify for our four levels of cooperation:

Partner Requirements: Sales	 SILVER PARTNER	 GOLD PARTNER
Minimum yearly turnover	\$3M	\$5M
Minimum yearly revenues of FST sales	\$100K	\$500K
Experience in selling and installing IP based security products		
Customer base includes significant Corporate/Affordable Living accounts, each with more than 1,000 employees/tenants	# of accounts: 1	# of accounts: 3
Minimum number of IMID-certified sales people	2	5
At least one known opportunity for IMID		
Owning a demo suitcase or installing a demo system in the main office		
Self-training capabilities for new sales people		
Capability to do demos and pilots to prospects		
Share annual account plan		
Project pipeline exchange		
IMID presence on partner's website		

Partner Requirements: Support	 SILVER PARTNER	 GOLD PARTNER
Meeting Tier 1 & Tier 2 support criteria (below)		
Technical training participation and certification		
Full supply chain management of approved hardware		
Provision of installation and operation warranty		
Certified FST training personnel		
Service data analysis capabilities		
Offering pre-sales support		
Meeting Tier 2.5 support criteria		

Tier 1 (on-site work) knowledge and capabilities requirements:

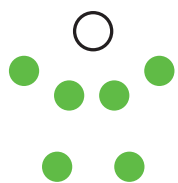
1. **IMID knowledge (through IMID training and certification)**
 - Backup site topology
 - Request for license and license installation
 - Adding/removing tenant
 - Adding new peripheral to access point
 - Event log and system events
2. **Access control knowledge & experience**
 - Command and control systems
 - Card readers and formats
 - Door lock types
 - Electricity and power management
 - Integration of external equipment
 - Understanding drawings and schematics
 - Onsite installation capabilities (Including sub-contractors)
3. **IP peripherals experience**
 - Cameras: access, installation and calibration
 - Access to camera
 - Camera configuration
 - Camera adjustment
 - Controller support
 - Intercom support
 - IP phone support
 - LPR configuration
 - RFID reader support
4. **Project Management capabilities**
 - Lab integration
 - Customer management
 - Site infrastructure and wiring design
 - Site supervision – installation and performance
 - Server and switch installation
 - Design and perform integration with fire alarm systems
 - Peripherals' wiring and installation (servers, switches, cameras, controllers, door locks and signs)
5. **Training & Documentation**
 - Customer training (enrollment and on-going operation)
 - Project documentation



Tier 2 (remote work) knowledge and capabilities requirements (in addition to Tier 1):

IMID knowledge (through IMID training and certification)

- Event analytics
- Group management
- Configure IMID features (QR Invitation/code, fraud, VoIP, Auto-enrollment, SMS support, Tailgating, Speed dial, Blacklist)
- Slave servers management



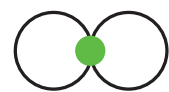
Seamless
Identification



Seamless
Access



Seamless
Technology



Seamless
Integration