



GLOBAL PARTNER SALES

PREMIER

ELITE

Technology Solution

Requirements

Annual Volume Commitment	\$500,000	\$1,000,000
Assigned Account Manager	✓	✓
Business Planning & Review	Quarterly	Quarterly
Forecast	Quarterly	Monthly
POS Reporting	5th of every month*	5th of every month*
Solution Integration Validation**	✓	✓
Access to Product Management	✓	✓
Support	Tier 1	Tier 1
Perform Proof of Concept	✓	✓
Cradlepoint Certified Sales Associate	2	4
Cradlepoint Certified Network Associate	2	4
Cradlepoint Certified Network Professional	2	4
Cradlepoint Certified Network Expert - Theory	1	1
Customer Success Story		Quarterly

Benefits

Standard Discount	Premier	Elite
Account Manager		✓
Partner Advisory Counsel		By Invitation
Sales Team Trainings	✓	✓



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Benefits Continued

Deal Registration	✓	✓
NFR Program	Eligible	Eligible
Support	Tier 2, Tier 3	Tier 2, Tier 3
Feature Requests		✓
Partner Community Access	✓	✓
Partner Newsletter	✓	✓
Use of Cradlepoint logos	✓	✓
Cradlepoint Branding Guidelines	✓	✓
Marketing Kits	✓	✓
Press Release		Eligible
Eligible for MDF	✓	✓

*Point of Sale reporting is required on the 5th of every month and sent to PartnerSales_Reporting@cradlepoint.com.

**Partner sells Technology Solution of which Cradlepoint NetCloud Service makes up a maximum of 30% of Technology Solution MSRP

Cradlepoint Program Level Criteria, in effect as of January 1, 2018, is part of the Partner Program documents. This document may be changed at any time, per section 7.2 of the Partner Program Terms & Conditions. For questions regarding your partner level designation or the Partner Program Terms and Conditions, please contact your Partner Manager or email us at partnerprogram@cradlepoint.com.

