



Program Features

Technology

- Industry-leading technology and proven development expertise to optimize the functionality of portable battery-powered GPS tracking devices that achieve best-in-class performance
- Proprietary web-based device management platform with API enables the rapid integration with other M2M and enterprise applications
- Access to custom device engineering that ensures best-fit hardware solutions for your clients with fast time-to-market

Incentive Program

- Competitive commissions for sales agents, wholesale discounts for resellers
- Competitive hardware pricing
- Variable recurring service subscription plans

Sales & Marketing Support

- FSN sales support to assist with live product demonstrations, trade shows
- Sales training for products and services available via webinar and online
- Web portal with product briefs, photos for catalogs, customizable sales presentations, case studies and more

Customer Support

- Support tiers include online documentation, technical support by phone and email
- Shipping, billing and administrative support
- Assistance with large account on-boarding, training and support

CHANNEL PARTNER PROGRAM

Portable Battery-Powered GPS Tracking Devices & Tracking/Monitoring Platform

FreightWatch Security Net (FSN), got its start developing technology for the cargo security industry to enable monitoring, reporting and recover of high-value shipments in transit between manufacturing warehouses and delivery sites. Aluminum containers and cargo holds represent some of the most challenging environments for GPS devices. FSN-manufactured devices optimize leading location-based services and machine-to-machine (M2M) technology to deliver real-time location, status and condition data as well as critical activity alerts.

FSN devices work where others don't.



FSN tracking devices and tracking/monitoring platform are used in the following applications:

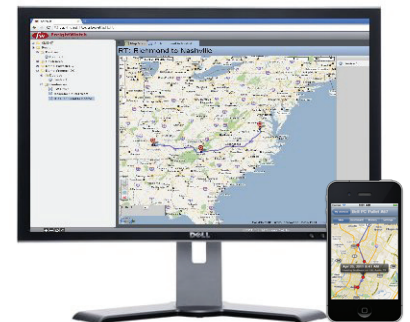
- Embedded cargo tracking
- Supply chain visibility and logistics management
- Environmental condition reporting
- Asset location assurance - short and long-term monitoring
- Covert surveillance

Benefits of the FSN Channel Partner Program

FreightWatch Security Net's channel partner program offers many benefits for sales agents and resellers. By selling FSN technology, you will provide your customers with innovative, dependable solutions that solve critical operational problems and deliver a solid return on investment.

Benefits of becoming an FSN channel partner:

- Build and expand your product portfolio with FSN's industry-leading technology.
- Offer unique hardware products and a user interface only available through FSN.
- Brand products and services with your company's logo (FSN branding also available).
- Sign up for the level of partnership that fits with your company's strategic goals.
- Tap into a strategic, long-term technology pipeline that encourages relationship-building opportunities with your clients, such as field trials, beta testing, product feature and development input.



FSNtracks web-based real-time tracking and monitoring platform on an iPhone app



FSN CHANNEL PARTNER PROGRAM

CATEGORY	PROFILE & OBJECTIVES	ROLES & RELATIONSHIPS
Authorized Sales Agent	<ul style="list-style-type: none">• Has an established business with customers and prospects needing FSN products and services.• Wants to maintain customer relationships, facilitate sales and receive commissions.• Does not want to be responsible for service delivery or technical support.	<ul style="list-style-type: none">• Sales Agent manages sales opportunities and client relationships.• Provides FSN with sales pipeline report as agreed.• FSN supports the sales process with online demos, trial devices, sales quotations and technical support as needed.• FSN contracts with and invoices end customer.• After sale, FSN fulfills order, provides training, ongoing technical support and warranty service.• Sales Agent assists customer during equipment evaluation, purchase and delivery process.
Product & Private Labeled Service Reseller	<ul style="list-style-type: none">• Prefers to purchase tracking devices and accessories from FSN at wholesale prices for deployment on a private labeled version of the FSN-hosted platform.	<ul style="list-style-type: none">• Reseller purchases and FSN ships product to either Reseller or drop ships to Reseller's end customer as directed.• Reseller contracts with and invoices end customer.• FSN assembles, provisions, tests ordered equipment and provides product warranty service.• Reseller provides customer facing Tier-1 support and FSN provides Tier-2 backup to Reseller.
Product & Data Feed Service Reseller	<ul style="list-style-type: none">• Has an established tracking platform.• May not have requisite network connections to FSN-supported mobile operators nor sufficient demand to justify native integration of FSN devices.• Wants to purchase tracking devices and accessories from FSN at wholesale prices and integrate to the FSN platform API (application program interface) data feed.	<ul style="list-style-type: none">• FSN assembles, provisions, tests ordered equipment and provides warranty service.• Reseller purchases and FSN ships product either to Reseller or drop ships to Reseller's end customer as directed.• Reseller contracts with and invoices end customer.• Reseller provides Tier-1 and Tier-2 technical support to their customers.• FSN provides Tier-3 API technical support to the Reseller.
Product Only Reseller	<ul style="list-style-type: none">• Has an established tracking platform with network connections to FSN-supported mobile operators.• Has experienced technical resources to integrate FSN devices on their platform.• Wants to purchase tracking devices and accessories from FSN at wholesale prices for resale and deployment on their platform.	<ul style="list-style-type: none">• Reseller purchases, provisions, tests and delivers equipment to their end customer.• Reseller contracts with and invoices end customer.• Reseller provides Tier-1 technical support to their customers.• FSN provides Tier-2 hardware support to Reseller only.• FSN handles product warranty service.

About FreightWatch Security Net

FreightWatch Security Net (FSN), combines wireless communications and machine-to-machine (M2M) engineering expertise in its "track and trace" devices that work where traditional GPS technology does not. FSN manufactured products and online services deliver real-time remote location and sensor data. Whether it is embedded cargo tracking, supply chain visibility, asset location assurance, loss prevention or covert surveillance, FreightWatch portable, battery-powered tracking solutions provide a reliable layer of security for a widening range of applications. FSN technology is the trusted choice of high value shippers, the transportation industry, corporate asset managers and law enforcement agencies alike. Founded in 2005, FreightWatch Security Net is based in Austin, Texas, and provides cross border tracking systems to its affiliates worldwide.

Visit www.Resell.FreightSecurity.net or
call us at +1 512.329.0292 to learn more