



Channel Partner Program



A Word From Our Founders

Dear Future Partners,

6Degrees technology enhances our partner ecosystems with powerful solutions, as well as a margin friendly pricing structure to increase our partners bottom lines.

At 6Degrees, we believe that a partner network is the most successful way for us to grow our business. This requires us to not compete with our partners, but rather to empower them with tools, training, and information that allows our partners to proactively sell or bundle 6Degrees' solutions into their customer base and help develop new customers.

We are excited to build a new partner network in the Connected Wearable Health arena and look forward to working with highly engaged and professional entrepreneurs and businesses to grow it.

We look forward to working with each of you.

Miri Berger & Aryeh Katz

Co-Founders, 6Degrees



Authorized
Channel
Partner





Powering You to Succeed

At 6Degrees, we believe that opportunities increase when you help your partners win!

That's why we actively work alongside and empower our OEM, distribution, value added resellers, system integrators, agencies and affiliate partners to accelerate the 6Degrees solution into sales.

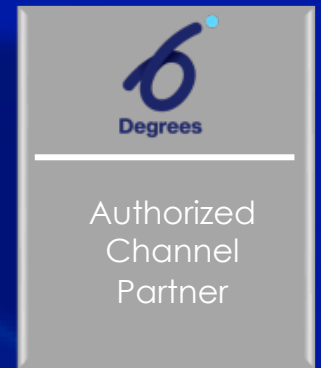
By joining the 6Degrees Channel Partner Program, you can benefit from enhanced margin opportunities, the industry's most complete and reliable solution, world-class training and support, and innovative tools & services. All backed by the 6Degrees reputation as a leader in the specialty connected wearables vertical.

Start increasing your business today!

Register and become a partner at: www.6Degrees.Business



6Degrees – Partner Advantages



Channel Integrity –

- We never compete with our partners
- We are committed to driving business through our channel partners who are carefully selected for long-term sustainable business growth
- Never selling under price without prior notification to our partners

Vertical Market Leadership –

- 6Degrees provides the industry's most complete and reliable solution
- 6Degrees Offers a partner program with the most extensive tools, support, and service in the market today

A Sea of Opportunities for Our Partners –

- We jointly innovate and share knowledge with our partners
- Together, we create unlimited opportunities to deliver the most innovative and complete solution in the market today for a connected specialty wearable

6Degrees – Partner Advantages (continued)



Training & Certification –

- 6Degrees “University” focuses on knowledge sharing with our partners (part of the partner program)
- Also, we offer certification to be qualified to install, setup, and consult in regard to 6Degrees product & solutions
- All 6Degrees Channel Partner Program members must be certified prior to selling 6Degrees (initial training online)

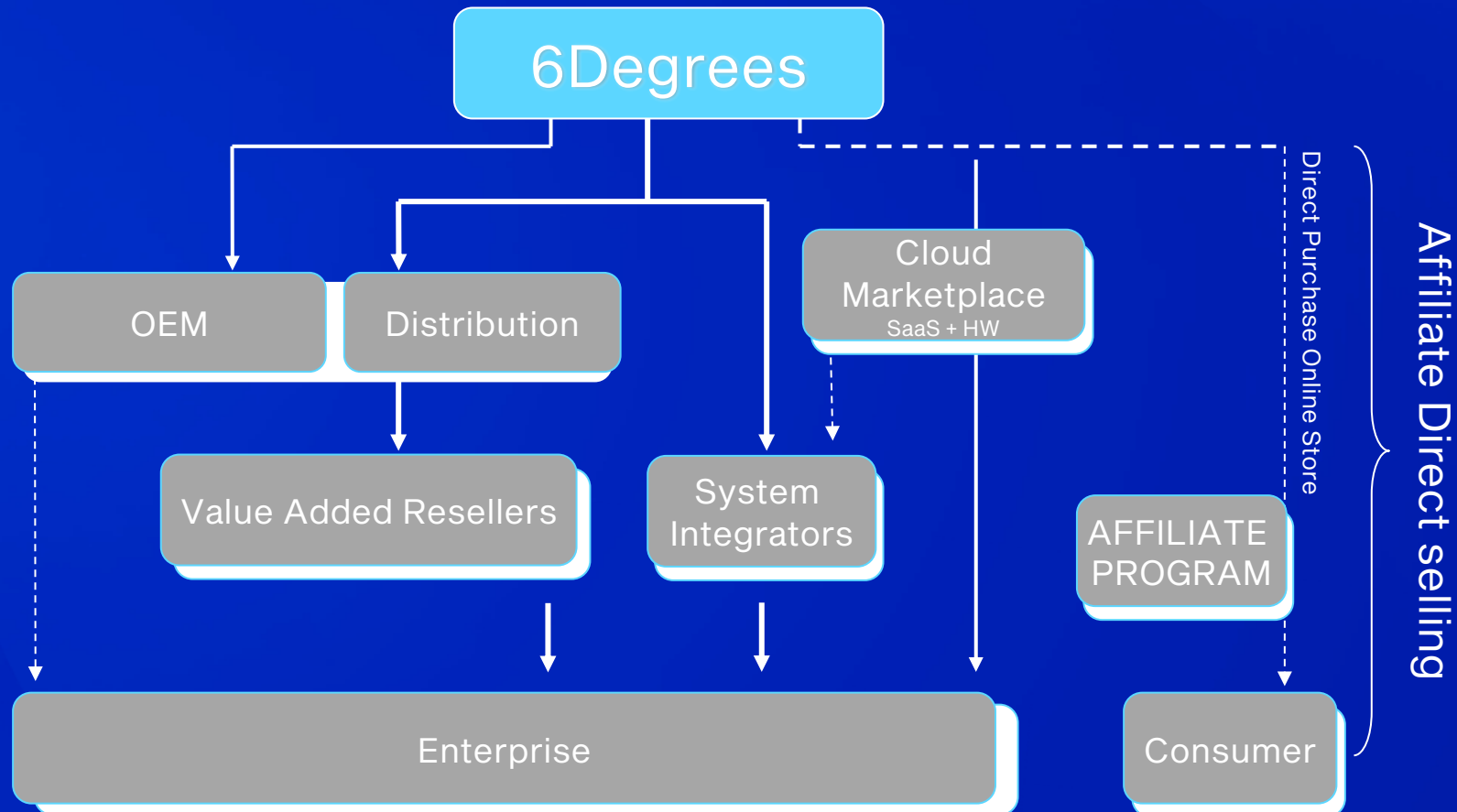
Competent & Caring Team –

- 6Degrees supports all partners through the partner program
- 6Degrees also makes sure all partners are taken care of and responded to quickly
- Our global team of pros support you all the way

Recognition for Excellence –

- When you partner with 6Degrees, you are partnering with an organization with a strong reputation for innovation, excellence and reliability
- You will also experience the 6Degrees reputation for our commitment to our partners and the channel

6Degrees Partner Program Structure



6Degrees Partner Classification

There Will Be Required Downloads of SaaS Sold Per Year When Launched



Partner Level Overview

6Degrees Channel Partner Program is designed to help our partners capitalize on 6Degrees's market leadership. As a channel-oriented company, we view our partners as an extension of our team, playing a key role in how our solution go to market; and the overall success of the company.



OEM/Distribution – Highest Level

Partners who qualify for OEM status have demonstrated exceptional business performance, measured by revenue, support, training, and the willingness to commit to 1,000+ units each year. They have a demonstrated expertise in the wearables and/or healthcare and multiple members of their teams have been certified with 6Degrees. Additionally, they have proven their ability to integrate 6Degrees into their customer base and/or current solutions.

Platinum Partners – Mid Level

Partners who qualify for Platinum status have demonstrated exceptional business performance, measured by revenue, support, training, and the willingness to commit to 500+ units each year. They have a demonstrated expertise in the wearables and/or healthcare and multiple members of their teams have been certified with 6Degrees. Additionally, they have proven their ability to integrate 6Degrees into their current customer base.

Gold Partners – Lowest Level

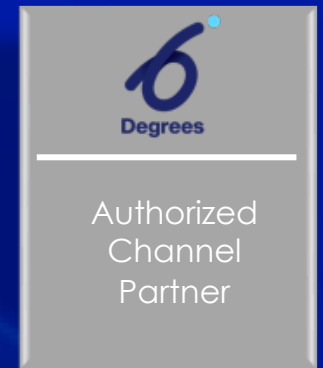
This level of the program is open to any company offering full support of wearables and/or healthcare & first line support that is ready to sell the 6Degrees solution. At this level the requirements are minimal and 6Degrees offers a number of basic benefits to open an engagement with your group and get you off to a successful start selling 6Degrees.

Affiliate & Agency – Entry Level

The Affiliate & Agency Level of the program is open to any person (influencer) or group that has reach into a large already in place audience. Affiliates are rewarded for meeting target goals.



Partner Level Requirements



OEM/Distribution

- 1,000+ Units Per Year
- Discount Pricing Lowest Level Discount
- 6Degrees Direct Team Support
- Internal Technical Team Support
- Ability to Finance Credit Lines

Platinum

- 500+ Units Per Year
- Up to 8 Free Demo Units Per Year
- Discount Pricing Higher Than OEM
- Team to Support Business
- Multiple Staff Trained and Certified with 6Degrees
- Expertise & Knowledge Base in wearables/healthcare Market

Gold

- 100+ Units Per Year
- Up to 3 Free Demo Units Per Year
- Discount Pricing Higher Than Platinum
- Team to Support Business
- Multiple Staff Trained and Certified with 6Degrees
- Expertise & Knowledge Base in wearables/healthcare market

Affiliate and/or Agency

- 50+ Units Referral Sales Per Year
- Full Cost Demos w/Special Promos – Try and Buys – Limited Time
- Full MSRP Pricing with Spiff to Affiliate for Each Sale
- Accelerators for Certain Sales Milestones Reached
- Willing to Gain Expertise & Knowledge Base in Connected Health Market
- Has Built In Audience, Health or Special Needs Vertical Connections or Established Audience in Complimentary Vertical

6Degrees & Partners Responsibilities



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6Degrees	OEM/Distribution	Platinum & Gold
Policy and strategy	Planning and organizing market promotion for 6Degrees solutions & products	Developing and maintaining the relationship with end user clients in the value chain
Agreement evaluation	Developing qualified systems/solutions	Collecting market and project information, organizing related communication and promotion
Monitoring and managing working flow	Building up regional stock to distribute 6Degrees products, and processing and executing business model	Pre-bidding issues and organizing bidding process, getting support from regional marketing partners or 6Degrees
High-level interface with Partner	Periodically providing sales reporting, coordination with their inside and outside sales teams	Apply for special pricing directly from 6Degrees
Developing Regional OEM's, Distribution, Platinum & Gold Partners	Providing RFP analysis and support through the 6Degrees Partner Program tools to their customers and Partners	Providing engineering and service, level-1 support, and simple on-site training for end users
Establishing specific team for this business model	Apply for special pricing from 6Degrees on all bid or competitively priced projects	Some technical support
Providing level-2/-3 (pre & post sales) support for Customers	Helping to execute on 6Degrees overall market and channel strategy	
Technical communication with customers and offering training, participating in marketing promotion activities	Extensive Technical Internal Support Team	
Processing purchase order and organizing Special Pricing Quotes		
Providing the pre-sales technical support including RFP analysis, bidding process, and clarification process for our partners		
Managing our partners from end to end, evaluating their quarterly and annual report, and executing incentive policy		
Working together with partners to maintain customer relationship		



6Degrees Channel Partner Program – Online Sales Toolbox

Training & Education

Training & Certification Resources
Online Training Manuals
Online Trainings
Quarterly & Yearly Certification
Business Partner Dashboard

Technical Support

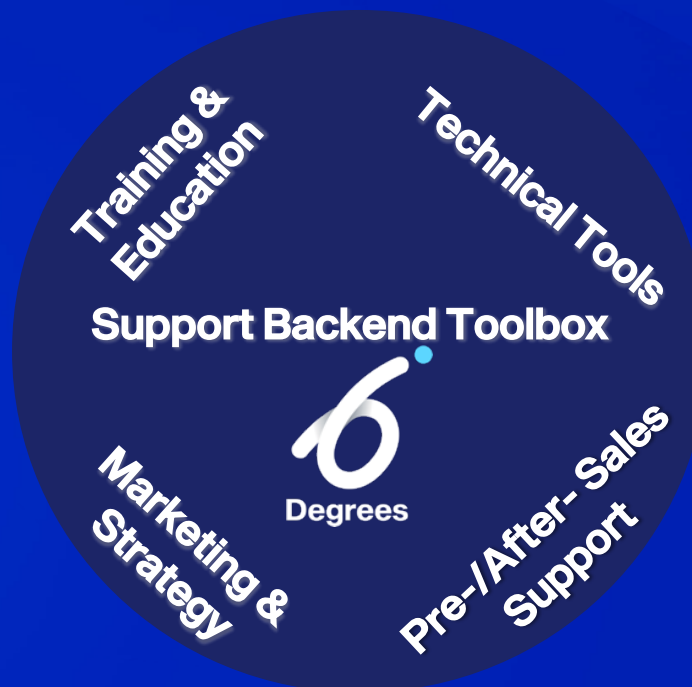
Technical Resources
Technical Libraries
Downloads & Drivers
Support
Online & Team Support

Marketing

Press Releases
News
Announcement Letters
Marketing Collateral
Co-Marketing
Selling Assets
Promotions & Deals
Frequently Asked Questions
MSRP Price List
Business Enablement Tools
White Papers
Use Cases

Sales

Contracts
Agreements & Exhibits
Forms
Case Studies
Sales Collateral
Use Cases
Sales Process Documents
Pricing
Financing
Channel Documents
Sales Toolbox
Demo Request Forms
Warranty Information



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Enable Partner Success

www.6Degrees.Business



Partner Requirements



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Requirements	Gold	Platinum	OEM/Distribution
Authorized 6Degrees Partner	x	x	x
Offers on-site & first line support	Not Required	x	x
Offers support of demonstrations or offers demo units	Up to 2 (Two) ½ Price Demos	Up to 3 Free Demos/Year	Up to 8 Free Demos/Year
Unit and revenue commitment	100+ Units/YR	500+ Units/YR	1,000+ Units/YR
Non – disclosure agreement in place with 6Degrees	x	x	x
Training and certified	Within One Year	x	x
Must submit annual sales & marketing plan to 6Degrees	Not Required	x	x
At least a year in business	Not Required	Not Required	x
Industry experience	Not Required	Not Required	x
Company Capital of at Least \$200K Per D&B Report/Credit Check	Not Required	x	x
Technical support and service	Not Required	x	x
Financial situation able to fund level of stocking order	x	x	x
Office environment or dedicated office	x	x	x
Dedicated Sales team	Not Required	x	x

Partner Benefits Summary



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Partner Benefits	Gold	Platinum	OEM
Sales and Marketing Support			
Enhanced Margin Opportunities	N/A	x	x
Discounted Demo Units	Up to 2 (two) 50% Cost	Up to 3 Free/YR	Up to 8 Free/YR
Lead Forwarding	N/A	N/A	x
Special Pricing List Access & Special Project Pricing	N/A	x	x
Dedicated Account Team/Manager	Web Support	Limited	Full Support
Co-Marketing Opportunities	N/A	x	x
Secure Access to 6Degrees Channel Partner Program Online Sales Toolbox	x	x	x
Monthly e-Newsletter	x	x	x
Welcome Kit & Recognition with 6Degrees Certified Reseller Plaque (Digital)	x	x	x
Listing on 6Degrees Website "Where to Buy"	N/A	N/A	x
Participation at 6Degrees Partner Events & End Customer Events	N/A	x	x
Technical Support			
Pre & Post Sale Technical Support	Web Support	Yes Limited	Full Support
Education			
Technical & Sales Training – 6Degrees University	Paid	Free	Free
Certification Program	Required	Required	Required

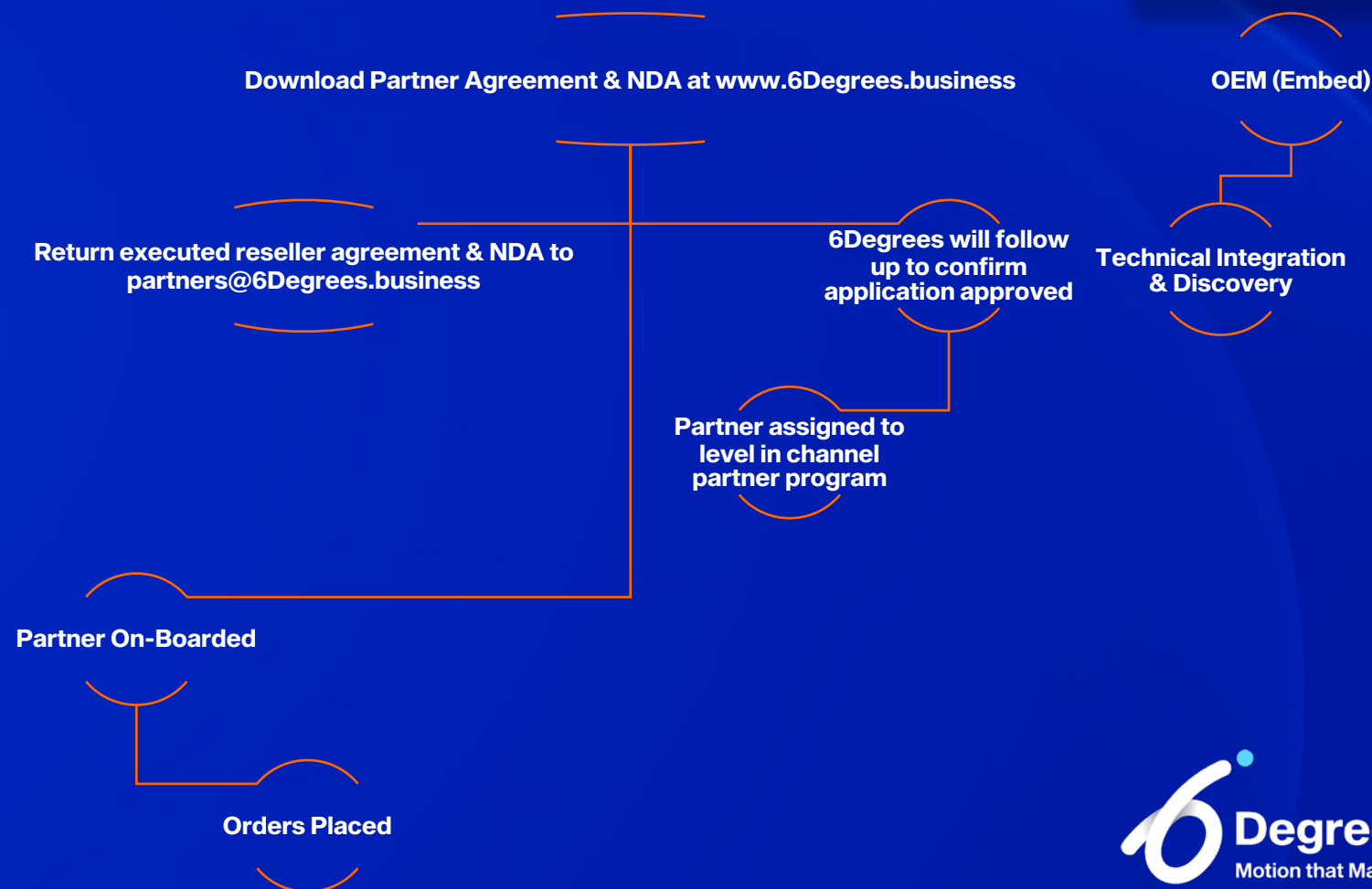




Process to Partner with 6Degrees

- 1) Request 6Degrees partner agreement & NDA at www.6Degrees.Business
- 2) Execute 6Degrees partner agreement & NDA
- 3) Return to: Partners@6Degrees.Business
- 4) 6Degrees will contact you to discuss program, finalize documents
- 5) Your group will then be referred for setup with one of 6Degrees's Sales & Technical Specialists
- 6) If a partner chooses to commit to 1,000+ units they will be considered an OEM/Distribution partner and will enter the program with this level of benefits
- 7) Partner is provided username and access code to the partner online sales toolbox and 6Degrees Partner Support online – login directions will be provided and you can access from link on www.6Degrees.Business Partner Site

*Affiliates will be sent a separate link to sign up through



Become a 6Degrees Partner Today

Find Out More At:

www.6Degrees.Tech

Or At Our Partner Site

www.6Degrees.Business

Or E-mail

Partners@6Degrees.Business

