# PARTNER PROGRAM

By combining the strengths of our partners and our decades of experience formulating telco solutions at Iskratel, we create a strong force able to successfully take advantage of new market opportunities. We unite with our partners to build a brighter future on the foundation of the new partner network.

## Iskratel's Partners will benefit from:

✓ Generating new revenue in their market;

✓ Receiving training, know-how, certification, and support from a leading European provider of ICT solutions;

✓ Complete access to PartnerNET;

✓ Receiving a marketing starter package and marketing co-funding opportunities.

*"Partners can take the lead as resellers, integrators, or support centres on their markets as the program adapts to local market needs by enabling a variety of partner business models."*

Uros Pivk,
Director of Partner Sales at Iskratel

We provide our partners e-learning and on-site training to help them achieve certification. All certified Iskratel Channel Partners will be granted complete access to PartnerNET as well as a Marketing starter package (based on pre-defined requirements).

Local resellers, system integrators, and support partners interested in growing their business with Iskratel broadband solutions can send a request for partnership to the responsible Iskratel manager or to **iskratel.com/partnerprogram**.

**ISKRATEL**

There are **four types of partnerships** available within the Iskratel Partner Program for those looking to resell, support and integrate Iskratel products and services: Reseller, Value Added Reseller, Certified Support Centre, and Certified Integration Partner.

| RESELLER (R) | VALUE ADDED RESELLER (VAR) | CERTIFIED SUPPORT CENTRE (CSC) | CERTIFIED INTEGRATION PARTNER (CIP) |
|---|---|---|---|
| PRESALES | PRESALES | - | PRESALES |
| SALES | SALES | - | SALES |
| - | IMPLEMENTATION | IMPLEMENTATION | IMPLEMENTATION |
| - | - | TECHNICAL SUPPORT | TECHNICAL SUPPORT |
| ✓ Capable to sell products | ✓ Capable to sell, install and integrate products and solutions | ✓ Capable to install, integrate and maintain products and solutions<br>✓ Sales activities related to customer support and services<br>✓ Service Agreement | VAR + CSC |

The Partner Program provides support across a range of areas to enable companies to grow into market leaders by reselling Iskratel **Broadband products and solutions**.

### About Iskratel

Counting 70 years of experience, Iskratel is the leading European infocommunications vendor and solutions provider, with its own R&D and manufacturing centres, 900 employees and local presence in over 30 countries. Iskratel offers cost-efficient, end-to-end broadband solutions with SI3000 and Innbox product families. Solutions for broadband access and aggregation include fibre and xDSL, along with a range of Innbox CPE. Iskratel broadband-access products exhibit unique awareness of services, which enables network operators to efficiently control, manage and monitor residential services, over-the-top and cloud-based applications, as well as virtual private network connections. The service-centric approach allows easy integration and enables a smooth transition to SDN. Iskratel's extensive know-how in call control, IMS and provisioning facilitate easy migration to next-generation networks and the introduction of SDN- and NFV-based solutions – building the foundations of tomorrow's success today. For more information, please visit **www.iskratel.com**.

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