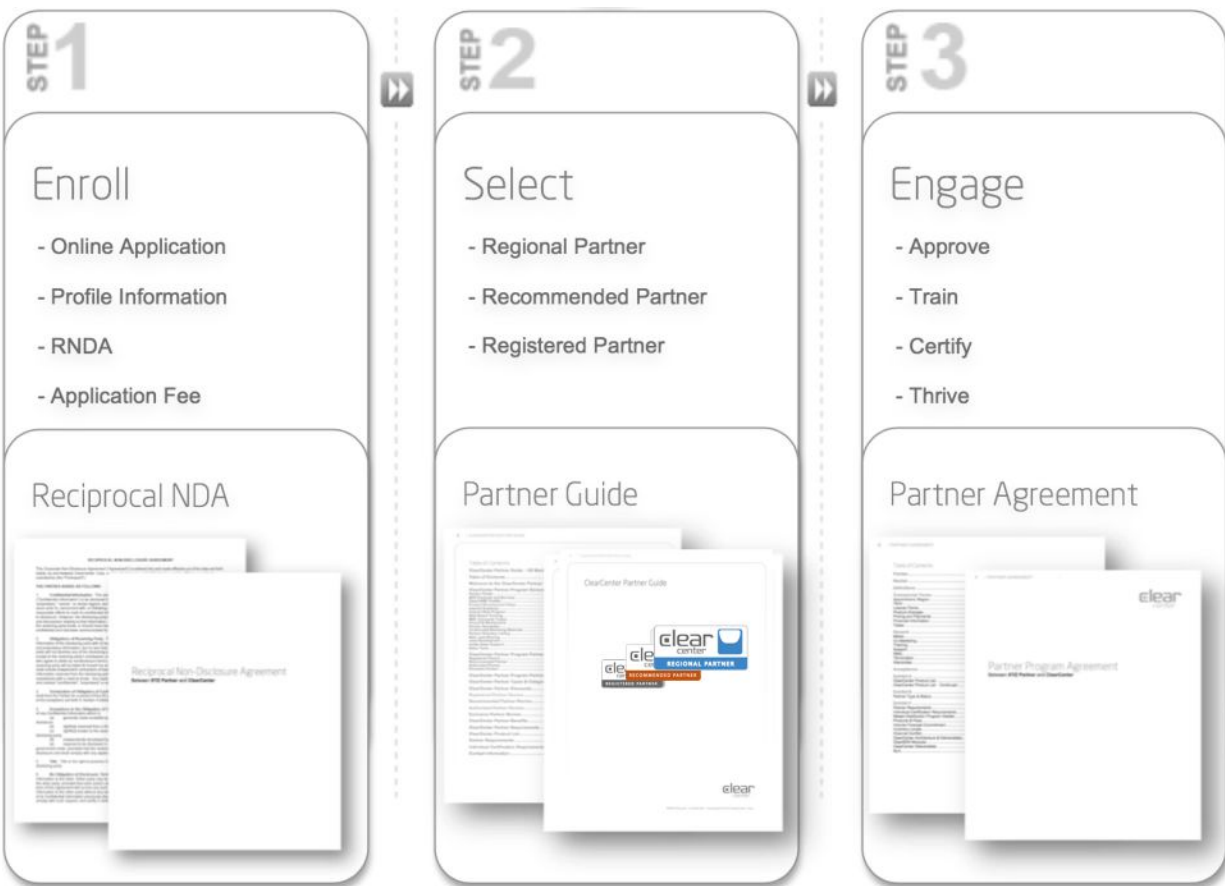

ClearCenter | Partner Program Guide

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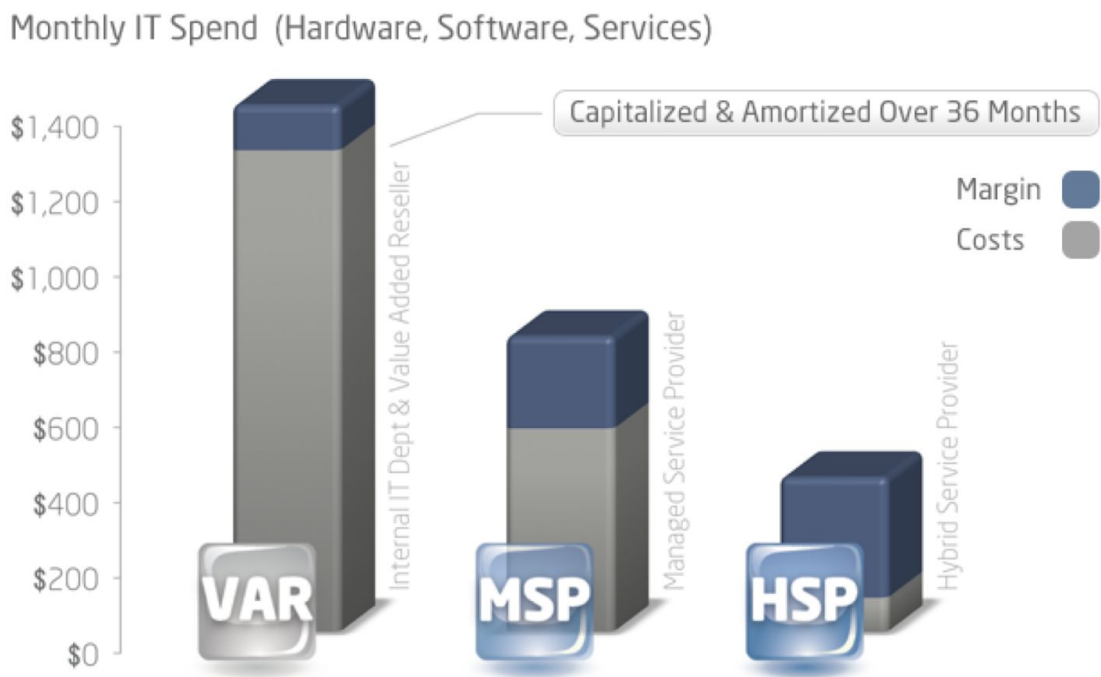
Steps Review

The ClearCenter Partner Program enrollment is divided into 3 steps: Enroll, Select, and Engage. With this guide, you will begin the second step of selecting the appropriate type of partnership for your business.



Welcome to the ClearCenter Partner Program

ClearCenter's success is dependent upon a vibrant and successful partner global network. Though the partner program is designed to enable a broad variety of partners and business models, the pinnacle of success is the Regional, Hybrid Service Provider; an evolution of the Managed Service Provider with monthly recurring revenue for all IT resources and both cloud-based and on-premise elements. The Regional, Hybrid Service Provider enables a profitable and lucrative business model for the ClearCenter Partner within a given region.



Source: Gartner, Credit Suisse, DP, 451 Group, SAP & IDC
Gateway [G], Network [N], & Server [S] Layers For Avg. 25 User LAN

Based on ClearOS - a dynamic and inclusive open source platform for products and services in small business and distributed environments. The ClearOS strength comes from ClearCenter and ClearCenter's partners that support and develop ClearOS Modules for the many unique applications required by end customers. The ClearCenter Partner Program is designed to offer all the resources required to help a ClearCenter partner find success and build a profitable business. We constantly endeavor to build tools and resources to aid the ClearCenter partner's success. At the end of this document you will find complete contact information for ClearCenter. We hope you will always offer your insight and input on the program to help us improve. We look forward to working with you in your success!

ClearCenter is proud to have over 250,000 installations of active ClearOS systems around the world that are registered and receiving services from ClearCenter. We also know that it's the

partner's who are the "feet on the street" and ClearCenter's face to the end user customer. We want partners to build a healthy and energetic business based upon the products, services, tools and training provided by ClearCenter. The word "partner" means that we truly seek a partnership through this program and hope that ClearCenter partners will provide input and guidance into what will improve our mutual success.

There are ClearCenter partner types for every kind of business model from value added resellers to value added distributors. In each case, we aim to tailor the program to the needs of the specific partner and always seek for continued feedback.


There are three Partner Levels: Registered, Recommended, and Regional. Each level requires increased expertise and commitment to ClearCenter solutions. As a ClearCenter partner increases in commitment and activity with ClearCenter, partner benefits follow suit. You will see additional details regarding benefits in the next section of the guide.

When you enroll into the ClearCenter Partner Program, we ask that you offer a basic profile of your business model and previous success. In the near future, we will offer technical certification and training on ClearCenter products and services that will be included with the Recommended and Regional partner types. Each element of the program improves your likelihood of success with the ClearCenter solutions.



ClearCenter Partner Program Overview

The objective of the ClearCenter Partner Program is to provide resources, training and knowledge to help a partner become successful using ClearCenter solutions. Here are some of the great benefits of the ClearCenter Partner Program:

Benefits & Commitments			
Features	Registered Partner	Recommended Partner	Regional Partner
Lead Generation			
Use of ClearCenter Partner Badge	✓	✓	✓
Listing on ClearCenter Website	-	✓	✓
Link to your website in Partner Directory	-	✓	✓
Access to ClearCenter Lead Reports	-	-	✓
Regional Partner Resource for Other Partners	-	-	✓
Customer Management			
Client Portal Management	✓	✓	✓
Customized Reporting	-	-	✓
Sales & Marketing			
Print Ready Leave Behind Material	✓	✓	✓
Print Ready Product Comparisons	✓	✓	✓
Develop & Sell App in Marketplace	✓	✓	✓
Membership to Training Organizations	-	✓	✓
ClearCenter Product Training	-	✓	✓
Custom Marketing Material	-	-	✓
Commercial Support			

Special ClearCenter Product Training	✓	✓	✓
Special Third Party Product Pricing	-	✓	✓
Monthly Product Pricing	-	-	✓
Partner Commitment			
Partner Enrollment Fee	\$150/yr	-	-
Product Purchase Commitment *	-	\$2,500/yr	\$36,000/yr
Regional Fee **	-	-	\$5,000 per 1M Population
Validation			
An Active Company Website	✓	✓	✓
An Active E-Mail Address with Your Domain	✓	✓	✓
Link Exchange with ClearCenter	✓	✓	✓
Skilled Training			
Certification Commitment	✓	✓	✓
Skilled Development			
Active ClearOS Production Environments	-	5	10

* Product purchase commitment must be met prior to enrollment. Ongoing annual purchase commitments apply to retain partner status.

** Each geographic region will be assessed a one-time regional fee based upon population at the time of enrollment. Pricing is \$5,000 USD per 1M population.

Interested in re-branding ClearCenter products, Contact us today at partners@clearcenter.com.

ClearCenter Partner Program Benefits Detailed

Use of ClearCenter Partner Badge

ClearCenter Partners are provided with access to partner badges for use on your corporate website. These badges demonstrate to your customers that you are proficient with ClearCenter products and give a quick way for them to review ClearCenter products and services when working with you.

Listing on ClearCenter Website

ClearCenter provides a global directory of its partners who have shown commitment and a deep knowledge of the products so that as new customers in your region seek for someone to work with your company is visible and receiving qualified leads.

Link to Your Website Listed in Directory

Partners whose listing has been published in the ClearCenter Partner Directory enjoy a link exchange making it easier for local customers to find their local partners.

Access to ClearCenter Lead Reports

Welcome to a new way of qualifying leads. ClearCenter provides reports with data for companies in your area who've shown interest in ClearCenter Products. Wouldn't it be nice to see who's been on your site, what products they're interested in, how many times they've come back for more information and enough data for you to with ease contact them and close a deal? With ClearCenter Lead Reports you get this information for the traffic coming to the ClearCenter website from your region.

Regional Product Resource for Other Partners

As a Regional Partner you are the trusted advisor to ClearCenter for the region of the world you've selected. With this comes not only the benefit of advanced reports and marketing materials but the ability to help other partners who are in your region. This offers the ability to become a wholesaler to these other partners generating additional revenue for your business based on overall regional performance.

Client Portal Management

ClearCenter's Service Delivery Network (SDN) provides a portal for partners to manage their client sites with. It's as simple as configuring a solution in your partner portal, create your new customer a portal login and assign their new license to them. This way they can manage the

registration (if you give the option) yet, you own the billing and renewal options with the licensing.

Customized Reporting

Regional Partners are given additional regional reports to keep a pulse on how their region is growing and how to best help those they serve.

Print Ready Leave Behind & Product Comparisons

The ClearCenter Partner Media Center gives options for simple '1 pagers' to leave with a customer or more comprehensive feature comparisons with other industry solution providers.

Develop & Sell Apps in Marketplace

ClearOS 6 introduced ClearOS Marketplace. Marketplace is a simple app library allowing you to install or remove features you choose for your deployment. This simple platform model has made it easy for Independent Software Providers (ISP) to build in their modules (apps) into the Marketplace and generate a new revenue stream.

Membership to Training Organizations

ClearCenter works with both industry analysts and training groups along with local entities specializing in remote training and workshops. Contact a member of the ClearCenter Partner Team for more information.

ClearCenter Product Training

ClearCARE support not only offers the best ClearOS Expert Support available, but also works closely with skilled partners to ensure they're trained on best practices and deployment methods.

Custom Marketing Material

Got a trade show coming up? Building a custom solution for your sales team to target? We can help with co-branding custom marketing material for you utilizing our hi-res imagery and skilled designers.

Special ClearCenter Product Pricing

ClearCenter Partners receive custom pricing for products. Special pricing allows for increased margins and competitive advantages when reselling and implementing ClearCenter solutions.

Special Third Party Pricing

ClearOS Marketplace has made it simple for third party software developers to deploy apps on ClearOS, including business grade – paid apps, which partners have an option for custom pricing on.

Monthly Product Pricing

Regional partners will have the benefits of enrolling in a monthly product pricing option.

Partner Enrollment Fee

For those who are looking for a fast track to becoming a Registered Partner, ClearCenter has designed a way in which you can enroll without much history with ClearCenter. This means that you're able to enroll, begin managing your customer sites, while growing into a higher partner level.

Minimum Purchase History

Becoming a ClearCenter Partner means you're dedicated to providing stable, scalable solutions with ClearOS Professional and ClearCenter Products. Depending on the partner level you choose to engage in, a minimum purchase history is required to be enrolled as a partner.

Annual Purchase Commitment

ClearCenter Partners who are published on the ClearCenter website are required to have deployed sufficient solutions throughout the year to meet a minimum annual purchase commitment. This ensures quality partners are maintained and available as new customers seek resellers regarding ClearCenter solutions.

Active Company Website

Partners are expected to have a mature, well developed and informative website. The site must be registered to their businesses domain and include navigation for solutions provided by the service provider; along with clear Contact Information for the individual(s) at the organization.

Active EMail Address with Your Domain

Partner Applications must include the applicant's email address. E-mail addresses must be associated to the domain of the organization's website.

Certification Requirement

Partners are required to demonstrate the ability to deploy, manage, and resolve conflicts on ClearCenter Products. Based on the level of partnership, advanced training, remote system testing, and certification are required.

Active ClearOS Production Environments

Closely related to the Certification Requirement, partners must demonstrate the account history sufficient to meet the set number of active deployments necessary for the Recommended and Regional partner type. This ensures that a minimum number of active systems has been deployed and maintained for a given period of time.

ClearCenter Partner Program Partner Types

The ClearCenter Partner Program includes three main types. Each of these partner types includes their own level of commitment and expertise when deploying ClearCenter solutions.

Regional Partner

A Regional Partner has a protected opportunity to build the ClearCenter brand within a specific region. Regional Partners make a considerable commitment to ClearCenter in volume and activity. ClearCenter provides advanced marketing and sales support for their business activities within their region. These partners take on the role of providing local resource representation to other lower level partners in their region, helping them increase their success while building their regional business. Regional partners benefit from other lower level partner's success as well.



Recommended Partner

A ClearCenter Recommended Partner is a close ally to ClearCenter with an active history of selling and deploying ClearCenter solutions. They receive the deepest discounts available from ClearCenter as well as leads and marketing resources to help improve their business. Recommended partners are focused on providing managed solutions and scalable deployments to their customers and have a deep history of providing ClearCenter solutions.



Registered Partner

A ClearCenter Registered Partner has knowledge of ClearCenter products and services. Though this level does not require certification, a Registered Partner does not benefit from deep discounts or extended marketing resources from ClearCenter. This is the right Partner type for those familiar with ClearCenter solutions and who simply recommend products and services to their end customers.



*Interested in White Labeling ClearCenter Products? Contact a member of the ClearCenter Partner Team to discuss the options for OEM branding. E-mail: partners@clearcenter.com

ClearCenter Partner Program Partner Categories

The object of the ClearCenter Partner Category is to allow customers and partners to know what role a partner might play in providing the ClearCenter solution. During the enrollment process you will select a partner category that best fits your business model. Below are details regarding the categories.

ClearHSP – Hybrid Service Provider

The Hybrid Service Provider is an evolution of the Managed Service Provider. Hybrid Cloud Applications and Cloud Services combine both cloud-based applications and services with on-premise applications and services for the greatest security and efficiency.

ClearVAD – Value Added Distributor

Value Added Distributors provide regional access to ClearBOX and ClearCenter Services for partners. A Value Added Distributor recruits, trains, and enables regional partners with marketing support and business planning.

ClearMSP – Managed Service Provider

Managed Service Providers provide critical recommendations, perform installations and manage deployments of ClearCenter solutions. ClearMSPs help their clients maintain the IT environment on an ongoing basis.

ClearBSP – Broadband Service Provider

Broadband Service Providers offer network access to homes and/or businesses. They benefit from ClearCenter's offerings by extending their existing services and by providing their customers with ClearCenter products, designed to increase security and manageability.

ClearRSP – Remote Service Provider

Qualified Partners will be invited to join an elite group of Remote Service Providers (ClearRSP). A "ClearCenter Open Service Platform" will enable the ClearRSP to offer technical support services to other ClearCenter customers and ClearCenter partners through an innovative compensation system.

ClearVAR – Value Added Reseller

ClearVARs provide proven solutions from ClearCenter and allow their customers to obtain valuable products and services at a competitive price.

Types & Categories

ClearCenter Partners select not only the type that best fits their business goals and abilities, but also a category, which helps customers understand the abilities of your organization and the value you provide. If you're a growing organization, which provides value to your customers through onsite tech-support and skilled deployments, then joining our VAR program is of value to you. Others may be providing Broadband Internet to customers in a region and are looking to enhance your offering with virtual security and manageability, thus the BSP program will be tailored to your industry.

Step 1. Select Your Partner Type



Step 2. Select Your Partner Category

HSP - Hybrid Service Provider

RSP - Remote Service Provider

BSP - Broadband Service Provider

MSP - Managed Service Provider

MSP - Managed Service Provider

VAD - Value Added Distributor

VAR - Value Added Reseller

HSP - Hybrid Service Provider

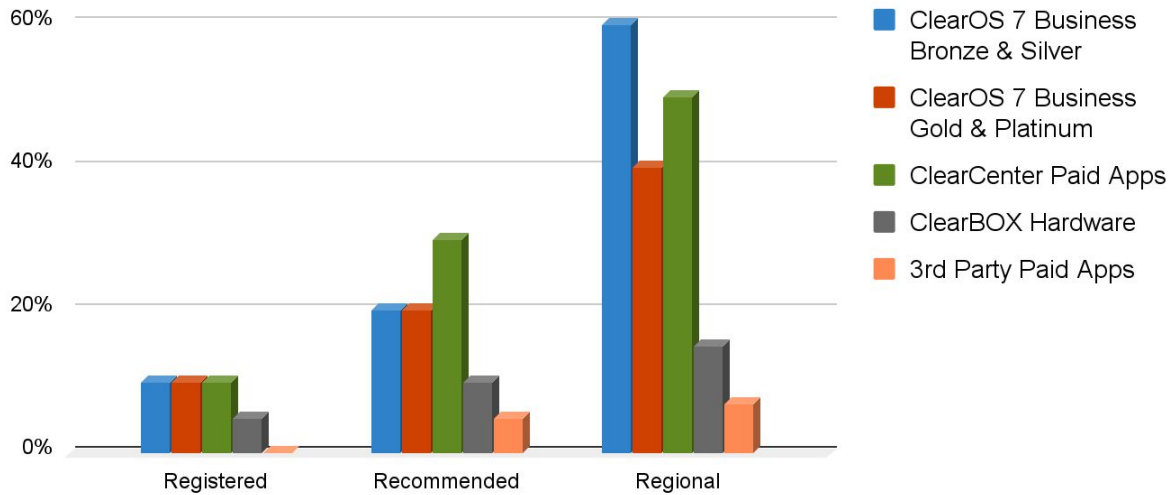
MSP - Managed Service Provider

HSP - Hybrid Service Provider

ClearCenter Partner Discounts

As a ClearCenter Partner you are able to take advantage of competitive pricing models. Recommended and Regional partners enjoy deep discounting on many products as they take on the responsibility to provide Level I & II support internally and have demonstrated the ability to self-support, while taking advantage of ClearOS Experts on the ClearCenter team.

Partner Pricing Model



(Partner Confidential)

Product	REGISTERED PARTNER	RECOMMENDED PARTNER	REGIONAL PARTNER
ClearOS 7 Business, Bronze & Silver	10%	20%	60%
ClearOS 7 Business Gold & Platinum	10%	20%	40%
ClearCenter Paid Apps	10%	30%	50%
ClearBOX Hardware	5%	10%	15%
3rd Party Paid Apps	0%	5%	7%

Regional Partner Review

Build Your Own Region


A ClearCenter Regional Partner is the most intimate engagement with ClearCenter. Regional Partners are awarded primary status within a region to enroll other partners, deploy ClearCenter solutions and support ClearCenter customers.

A Regional Partner invests significant time and resources with ClearCenter to drive a healthy and growing business in a given region. ClearCenter supports Regional Partners with deep discounts as well as marketing and sales resources; to enable the regional market (such as regional marketing campaigns, regional reports, regional leads, etc).

Only a ClearCenter Regional Partner is eligible to purchase ClearCenter products on a monthly subscription offering.

ClearCenter Regional Partners provide ClearOS branded solutions within a given region.

Regional Partners receive a partner directory listing on clearos.com, with details on their business, and priority map coverage.



The map displays Southeast Asia with several locations marked by orange and blue icons. Malaysia is marked with an orange icon near Kuala Lumpur. Singapore is marked with a blue icon. In Indonesia, there are orange icons near Jakarta and Bandung, and a blue icon near Lampung. The map also shows various Indonesian provinces like Aceh, Sumatra, Java, and Kalimantan.

Projipro

clear center
REGIONAL PARTNER

projipro

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801-671-6343
Company Website

Projipro is a complete IT solutions provider and telecommunications solutions company. We work primarily with small businesses to provide reliable computer, telephone and network solutions. Over the last few years, we have grown into a leading provider of managed services and other technological consulting services tailored to the unique needs of small business. We're in the Rocky Mountains and work primarily in the United States. We offer fully managed IT solutions along with reliable telephone and internet solutions that are designed to meet your companies every IT need while staying within your given budget. We combine personalized local service with all the technical resources of a large national company offering our small business clients the products, partnerships, and support that small business require.

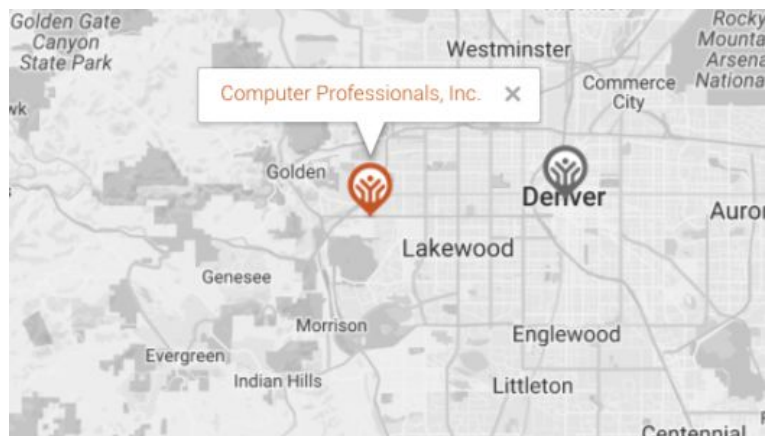
Recommended Partner Review



Become A Solution Specialist

ClearCenter Recommended Partners are ClearCenter solution experts with proven experience in configuring, installing and managing ClearCenter solutions. They receive deep discounts while leveraging the marketing and sales resources at ClearCenter to their benefit.

Recommended Partners may receive ClearCARE leads from ClearCenter, and escalated support for technical issues. Become a Recommended Partner and ClearCenter enables limited sales and marketing resources to help you drive your business.



A ClearCenter Recommended Partner is a trusted ClearCenter ally in the market.

A business card for Domovida, a ClearCenter Recommended Partner. The card includes the ClearCenter Recommended Partner logo in the top right corner and the Domovida logo in the bottom right corner. The contact information listed is:

- Name: Gabriel Gaitan
- Email: gabriel.gaitan@domovida.com
- Address: AV 2G N 51 23, 760050
- Location: Cali, Colombia
- Phone: 573-164-820453
- Website: http://www.domovida.com

Registered Partner Review



Provide Real Value

ClearCenter Registered Partners play a key role for ClearCenter. A Registered Partner receives some discounts, and marketing resources. Registered Partners should be familiar with all ClearCenter solutions, products and services' and be able to confidently recommend solutions to fit the unique needs of each customer.

The Registered Partner type is a great way to begin as a ClearCenter Partner and start providing simple yet robust solutions to your clients.



A ClearCenter Registered Partner is qualified to resell ClearCenter products, solutions and services.



Authorized Partner Review



White Label Service

ClearCenter Authorized OEM Partners are hand selected and require a significant investment of time and resources in order to build a branded solution and maintain a solution offering for your clients.

A broadband service provider may use ClearCenter solutions to enhance their broadband services. A managed service provider may use ClearCenter solutions to drive new revenue through branded solutions for their clients.

Find out how to enhance your business offerings with rebranded products through ClearCenter's Authorized OEM Partnership.

An Authorized Partner uses ClearCenter Solutions under their own brand to build their business.



ClearCenter Contact Information



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