

WINClub

Partner Program

WINClub is designed to help channel partners capitalize on RADWIN's experience in delivering and deploying quality wireless solutions.

We view our partners as an extension of our team, playing a key role in the go-to-market strategy and the overall success of our company.

RADWIN is committed to helping you succeed by providing you with products, tools and services that will help grow your business.

Whether you sell to service providers, governments, enterprises, or small-medium businesses, WINClub positions you for growth through a broad range of backhaul, broadband access, enterprise connectivity, security, video surveillance and mobility applications to drive sales and enable you to expand into emerging wireless markets.

RADWIN is committed to providing our certified partners the best possible channel experience programs and processes that seek to eliminate channel conflict and maximize profits. The RADWIN Channel Partner Program offers a number of benefits to participants at all levels of the program. We value our partner's commitment and reward accordingly.

Why Partner with RADWIN?

- » 16 years' experience in providing wireless solutions
- » Installations in over 150 countries around the globe
- » Deployed by Tier 1 service providers, carriers and private and public organizations
- » Comprehensive PtP and PtMP and wireless broadband in motion solutions
- » Best NLOS technology with unmatched reliability, flexibility and installation simplicity
- » Solutions for service providers, mobile carriers, governments, enterprises, public and private security companies and transportation organizations

As your business grows, uncover Gold and Platinum level opportunities within the WINClub Partner Program.



Taking our relationship to the next level!

WINClub

Membership Benefits

DEAL REGISTRATION PROGRAM

Designed to protect and reward your pre-sales investment when developing new business opportunities in exchange for registered opportunities.

SALES LEADS

RADWIN will send end user leads to assist your sales pipeline with new opportunities.

SPECIAL DEMO KIT PRICE

Demo Kits are offered at a special discount price, enabling you to demonstrate RADWIN solutions to your end customers and create new sales opportunities

RADWIN PROMOTIONS

Benefit from ongoing promotions based on your partnership level. RADWIN promotions will help you compete with special rates or product bundles.

RADWIN WELCOME KIT

RADWIN online welcome kit includes company and product information, marketing materials, presentations, brochures and coupons, basically everything you need to help get started.

MARKETING SUPPORT SERVICES

RADWIN provides marketing support services such as newsletters, case studies, mailers, PR's and more.

PARTNER COMMUNICATION

RADWIN distributes new information regarding opportunities and applications through newsletters, special events, mail blasts, case studies and more.

DEDICATED PARTNER PORTAL

Technical, training, sales and marketing information is all accessible from one online location.

RADWIN CERTIFIED TRAINING

Learn how to integrate RADWIN products into your solution offerings. You will be provided with the expertise and insight needed to evaluate customer requirements.

PRODUCT LITERATURE

All brochures, case studies and other helpful sales tools are available in electronic format, whenever needed.



Become a WINClub member today!

To Join RADWIN WINClub contact your local RADWIN sales representative or email us at marketing@radwin.com

We look forward to a fruitful co-operation and rapid growth

INCENTIVES	REGISTERED PARTNER	GOLD PARTNER	PLATINUM PARTNER
Marketing support services		limited	√
Customized marketing collateral			√
Partner logo & membership certificate		√	√
Marketing communications	√	√	√
Partner portal access	√	√	√
Partner Welcome Kit	√	√	√
Ongoing promotions	limited	√	√
Qualified sales leads			√
Demo Starter Kit discount	√	√	√
Deal Registration	√	√	√
Access to WINPRO product catalog		√	√
Technical webinars	√	√	√
Online technical documentation	√	√	√
Access to R-Planner (Certified R-Planner users)	√	√	√

REQUIREMENTS	REGISTERED PARTNER	GOLD PARTNER	PLATINUM PARTNER
Yearly sales achievements		\$75,000	\$150,000
Forecast per quarter		√	√
Trained certified person	1	1	2
Trained sales person		1	2