

Introduction

Members of the Intermec PartnerNet Program offer customers industry-leading, targeted solutions for identifying, tracking, and managing supply chain assets. The PartnerNet Program is designed to recognize these highly-valued partners and empower them to quickly and effectively capitalize on new business opportunities. By leveraging Intermec's deep industry knowledge, sales and marketing resources, and innovative program features, PartnerNet Members can achieve greater results.

Membership Tiers

There are three membership tiers in the PartnerNet Program that reflect varying degrees of Partner capability and commitment:

- **Silver Partner** is the gateway into the PartnerNet Program, and provides resources and benefits intended to support Partners who are new to Intermec or the industry.
- **Gold Partner** status is granted to Members who have increased their technical and business knowledge of Intermec products and services, as well as have achieved target revenue thresholds.
- **Platinum Partner** is the highest level of recognition given to Members who consistently demonstrate their commitment to Intermec, prove their sales, technical and support capabilities to deliver Intermec solutions, as well as maintain the highest level of revenue performance.

Reseller Partner Types

Intermec embraces all types of partners creating demand for, influencing and delivering solutions that include Intermec products and services. Those include:

- **Mobile Solution Partners**
Software and/or integration services providers with businesses comprised of automated data collection as well as solutions other than data collection. This special designation demonstrates to customers that the PartnerNet Member fully understands and supports data collection solutions
- **Printer/Media Partners**
Solution providers primarily focused on desktop and industrial printers, as well as media products including ribbons and label stock. This special designation demonstrates to customers that the PartnerNet Member fully understands and supports the AIDC printer product market and has expertise in media applications.
- **RFID Partners**
RFID providers have extensive knowledge on how to utilize the wide array of applications from compliance labeling to highly complex infrastructure implementations with RFID

PartnerNet Program Overview



Technology. This special designation demonstrates to customers that the PartnerNet Member fully understands and supports RFID solutions.

- **ISV Partners**

Intermec also offers an Independent Software Vendor (ISV) Program designed to work with and within Intermec hardware product offerings. Please refer to the Intermec ISV Program Overview for more information.

Partner Designations

Members of the Intermec PartnerNet Program will be provided a Partner designation that is determined first by the partner type for which they apply, and second, by the membership tier for which they qualify.

Mobile Solution, Printer/Media and RFID Partner Requirements

Requirements	Silver Partner	Gold Partner	Platinum Partner
Mobile Solution Partner Revenue – US	\$50K USD after first year in PartnerNet Program	\$250K USD Annually	\$1M USD Annually
Mobile Solution Partner Revenue – Canada	\$30K USD after first year in PartnerNet Program	\$150K USD Annually	\$600K USD Annually
Printer / Media & RFID Partner Revenue – US	\$10K USD Annually	\$50K USD Annually	\$250K USD Annually
Printer / Media & RFID Partner Revenue -- Canada	\$6K USD Annually	\$30K USD Annually	\$150K USD Annually
Opportunity Forecast in PartnerNet Portal	None required	None required	Mandatory
Channel Plan and Segment Growth Plan (documented in PartnerNet Portal)	None required	Mandatory	Mandatory
Quarterly Business Reviews	None required	Mandatory	Mandatory
Technical Training/Pre-sales support (classroom)*	N/A	1 by 12/31/10	2 by 12/31/10
Sales Training (online)*	N/A	2 by 12/31/10	4 by 12/31/10
Outbound Marketing	Via Distribution	Mandatory	Mandatory
Lead Reporting		Mandatory	Mandatory
POS Reporting to Distributor	Mandatory	Mandatory	Mandatory

Membership Benefits

Marketing Benefits	Silver	Gold	Platinum
Eligible for Lead Program		✓	✓
Recognition in PartnerNet Program	✓	✓	✓
Access to Intermec INsider	✓	✓	✓
Partner Concierge Access		✓	✓
Direct Communication from Intermec	✓	✓	✓
Partner Advisory Council Participation	N/A	Invitation	Invitation
Executive Briefings Participation	N/A	N/A	Invitation via Quarterly Webinar
Intermec Partner Summit Attendance		Yes; Can use Co-op Funding	Yes; Can use Co-op Funding
Sales Support Benefits	Silver	Gold	Platinum
Field Based Sales Support	Distribution	Limited Intermec Direct Support	Assigned Intermec CBM
Joint Sales Engagement	Upon Availability	On Registered Projects	Available
PartnerNet Portal Access	Fee or Use Web Form to Register	One complimentary license	Two complimentary licenses
Project Registration on Mobile Computing Products with additional discount (Discount Code M)	Available	Enhanced	Enhanced Plus
Financial Benefits	Silver	Gold	Platinum
Price Exception	Available	Available	Available
Demo Discount	✓	✓	✓
Participation in Co-op Programs		✓	✓
Eligible for Quarterly Bonus Rebate			✓
Eligible for Intermec SCP Program	✓	✓	✓
Partner Discount	Available from Distribution	Available from Distribution	Available from Distribution
Training and Service Support Benefits	Silver	Gold	Platinum
Intermec University Access & Cost	Partner Funded	Two Complimentary Licenses	Four Complimentary Licenses
Technical Support	Online Only	Limited telephone / email support	Telephone Support

The PartnerNet Program policies may from time-to-time be amended at Intermec's sole discretion and Intermec will attempt to provide Program Members with at least (30) days advance notification of any material changes.