

We make our expertise in the Internet of Things, continuous product evolution and support available to Resellers and Partners to deliver be-spoke solutions to address all needs related to Tracking, Monitoring and Pro-Active Management of any type of assets and people. **Easy, scalable program to outclass competition and finally build a strong recurring business** Choose the level which best fits with your business bias and strategy.

- **Dealer:** build a recurring business by leveraging DOTMobile Ecosystems, range of Devices and Digital Services for End Users.
- **Wholesaler:** distributor of DOTMobile for business-to-business sales in support of marine electronics dealers, local installers, boat builders, boat yards, and other marine professional.
- **Partner SaaS** (Software as a Service): enter the Tracking and Monitoring business with the highest autonomy by fully customizing the platform with your Brand identity and define your Sales and Pricing strategy, still maximising recurring profit.

	Dealer	Wholesaler	Partner SaaS
<b>DOTMobile WebPortal</b>	✓	✓	✓
<b>DOTMobile App</b>	✓	✓	✓
<b>WebPortal Customized with your Brand</b>			✓
<b>PLAN</b>	✓	✓	✓
<b>PAYperUSE</b>			✓
<b>DOTMobile Global SIM</b>	included in the device	included in the device	Directly Sourced
<b>Pricing Policy</b>	DOTMobile	DOTMobile	free
<b>Discount on device</b> Reference to latest DOTMobile End User price list. Special offer not included.	20%	40%	Dedicated price list for devices
<b>Contribution to DOTMobile for Device configuration, global SIM activation and shipment</b>	free of charge	free of charge	not required
<b>Progressive discount on recurring Plan (applied to the entire installed base)</b>	up to 49 (15%) from 50 to 249 (20%) 250+ (25%)	up to 249 (30%) from 250 to 999 (35%) 1.000+ (40%)	not applicable
<b>Minimum order</b>	5	50	50
<b>Selling to</b>	End users	B2B only	free
<b>Release Customer Credentials</b>	DOTMobile	DOTMobile	Partner
<b>Installation</b>	✓	B2B	✓
<b>Support to customers</b>	Dealer	Wholesaler	Partner
<b>Yearly fee</b>	\$500	\$1.500	\$1.500
<b>DOTMobile Global SIM provider start-up</b>			\$900 (one off contribution)
<b>Yearly DOTMobile SaaS license to manage up to 250 devices, (expandable by module 250)</b>			\$2.900
<b>Yearly fee for Customized App with Partner Brand (optional)</b>			\$1.900
<b>On-line training</b>	1 day (\$750)	1 day (\$750)	2 days (\$1.400)