

DOTMOBILE

PARTNERSHIP PROGRAM



Delight your customers with ultimate tracking, alarm, remote monitoring and pro-active management solutions
 Expand your customer portfolio addressing any type of asset and business
 Enter new market segments
 Expand your brand penetration

BUILD YOUR BRANDED RECURRING BUSINESS

We at Dotando Inc. with offices in Miami FL and Ravenna ITALY, do DOTMobile platform to deliver GPS Tracking, Alarm, Remote monitoring, Pro-Active Management end-to-end solution.

We make our expertise in the Internet of Things and DOTMobile platform, product and service portfolio available to our Partners. With very limited investments we help them to build a strong recurring business, based on their sales and price strategy, enlarge their product and customer portfolio by getting out the most of our offer and finally outclass competition.

YOU have the brand, customer intimacy, sales force, installation and service skills

- US** we provide
- DOTMobile platform.
 - Easy to install and cost-effective devices to address any type of asset
 - Operational Apps to manage mobile workforce
 - Global connectivity
 - Recurring business tools
 - Continuous product and service evolution



DOTMobile Platform

- Customizable, Complete, Expandable, Open
- Customizable frontend, both WebPortal and WebApp
- Hosting, virtual private server and database, firewall, e-mail and text message services, 36 months audit trail, maintenance and disaster recovery
- Expandable with no limits
- Interfaceable with third party devices or backend software
- Integration of third party SIM



Scalable program

- Choose the level which best fits with your business bias and strategy
- DEALER: grow your business by mastering DOTMobile brand, selling select Devices and Installation
- PARTNER: build a recurring business by mastering DOTMobile Ecosystem and full rang of Digital Services and Devices
- PARTNER SAAS - Software as a Service: build a branded recurring, multi-industry business, set your exclusive price policy, full range of Devices and Connectivity and finally maximize profit.

TOGETHER TO BUILD A STRONG RECURRING BUSINESS

DOTANDO PARTNERSHIP PROGRAM SUMMARY

		DEALER	PARTNER	PARTNER SaaS
GROWTH STRATEGY	Brand	DOTMobile	DOTMobile	Partner
	Pricing Policy	DOTMobile	Partner	Partner
	Sales Volume	\$	\$\$	\$\$\$
	Profit	c30%	Up to 40%	Up to 70%
REVENUE STREAM	Devices (BlackBox,...)	√ limited range	√ full range	√ full range
	Installation	●	●	●
	Configuration/Activation		●	●
	Digital Service Plan first year	●	●	●
	Recurring Service Plan		●	●
	Digital Service PayPerUse Credits - first order	●	●	●
	Digital Service PayPerUse Credits - recharge		●	●
	Online Sales			●
	Multi-industry			●
CUSTOMER MANAGEMENT	Contract Data	DotAnDo	DotAnDo	Partner
	Configuration/Activation	DotAnDo	DotAnDo	Partner
	Invoice first sales	Dealer	Partner	Partner
	Invoice recurring sales	DotAnDo	Partner	Partner
	Installation	Dealer	Partner	Partner
	Support on-line	DotAnDo	Partner	Partner
	Support on-site	Dealer	Partner	Partner
DOTANDO'S OFFER	Devices (BlackBox, ...)	√ limited range	√ full range	√ full range
	Digital Service Plan	●	●	●
	Digital Service PayPerUse Credits - first order	●	●	●
	DOTMobile SaaS			●
	DOTMobile SaaS – Customization			●
	Third party Sim Integration			●
	Sim Management Module			●
	Payperuse Module			●
REQUIREMENTS	Shop corner	●		
	Sign Dotando's agreement		●	●
	Electronic installation, use of web portal skills.		●	●
	Handle after sales support		●	●
	Handle customer activation and agreement			●
	Pro-active sales force			●
	Minimum purchase	One display	Yearly buy	Yearly license