

## BLUEFLETCH PARTNER PROGRAM

BlueFletch Enterprise helps companies secure, manage, and support their rugged and shared workforce devices running multiple enterprise applications.

Designed for Android, BlueFletch is a powerful platform for **device lockdown and recovery, login/authentication, and user/device compliance** for device fleets in the retail, manufacturing, warehousing, logistics and healthcare industries, as well as government organizations. By partnering and promoting BlueFletch products, you can help your customers:

- Increase worker productivity through **Single Sign On (SSO)** and rapid login / logoff of shared devices
- **Customize device environments** based on login IDs and roles
- Alleviate customer's mobile **device loss**
- Create custom check-in / check-out solutions for mobile devices
- Take advantage of BlueFletch's SDK and services to create custom device analysis and management solutions
- Enhance their existing OEM relationships by partnering with BlueFletch

## PARTNERSHIP LEVELS

### Referral Partner

As a referral partner, you can earn commissions for up to three years on BlueFletch Enterprise product subscription sales. It is recommend all new partners start here. Your technology and sales commitments are manageable as BlueFletch will do all the heavy lifting.

To participate as a referral partner all you need to do is sign the referral agreement and introduce BlueFletch to your customer(s). We will work with you in advance to identify which customers have the greatest fit, and then jointly meet with your customers and you to demonstrate the products and services. Working with you, BlueFletch will manage any opportunities to closure and pay you commissions upon payment from the customer.

### Reseller Partner

After successful completion of referral sales, you can apply to elevate to a reselling partner. As a reselling partner you would gain more margin on BlueFletch Enterprise sales and be able to bill the customer directly for subscriptions. As a reseller you would be required to fully support all technological requirements of pre-sales configuration, and post-sales implementation. This level of integration also means that you would be able to create customized technology solutions for your customers utilizing BlueFletch.

For more information:  
[bluefletch.com](http://bluefletch.com)

