



# Catalyst Partner Program at a Glance

*Requirements and benefits relate to all partner types*

REQUIREMENTS AND BENEFITS	Single Sale	Authorized	Premier
Minimum Revenue	None	\$80,000 annually	\$150,000 annually
Account Management	N/A	Account Manager	Senior Account Manager
Trained Partner Engineers on Staff	N/A	One (minimum)	Two (minimum)
Not for Resale Products	No	Available	Required
Discount Levels for Products	15%	20%	25%
Discount Levels for Support	15%	20%	20%
Increased Discount for In-Bound Sales	No	3%	5%
Listing on eTelemetry Website	No	Yes	Featured
Lead Referrals	No	Limited	Yes
Access to eTelemetry Special Events	Limited	Yes	Yes
eTelemetry Demo Site Access	Limited	By Appointment	Open
eTelemetry Sales Catalyst Contest	No	No	Yes
Annual Private Summit Day with eTelemetry Staff	No	No	Yes

