



Investing in our **PARTNERS** is paramount to our success. That's why the Xrio Partner Program is designed with the needs of our Partners **IN MIND.**

**Contents**

1.0	Partner Program	Page 1
2.0	Reseller Plans	Page 2
3.0	Product Price List	Page 3

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## PARTNER PACK

### 1.0 PARTNER PROGRAM

Our Partner Program is designed to provide you with the tools required to confidently sell our products.

**At Xrio we listen to the needs of our existing Partners, hence the reason for our continued success. Becoming an Xrio Partner shows your existing customers that you are committed to offering innovative and quality products as part of your portfolio.**

**Our Partner Program is designed to provide you with the tools required to confidently sell our products.**

**We have 3 levels of our Partner Program:**

Resellers, Partners and Partner Plus program. Joining the program gives you the opportunity to realise the benefits and potential of our products whilst receiving significant discounts on our products and services. Partner Plus status is for those that are committed and focused on maximizing the revenue potential of the Xrio UBM product line.

As an Xrio Partner we will provide you with access to the Partner Portal section of our website & provide you with the relevant technical & sales tools to ensure your team can easily & effectively sell and deliver our full range of products. For those Partners actively marketing our products, Xrio will support many types of marketing campaigns such as magazine advertising, exhibitions, road-shows, telemarketing etc. For more information, please speak to our Sales Team.

If you would like to join the Xrio Partner Program, please complete the application form & we will be in touch upon receipt.

## PARTNER PACK

### 2.0 RESELLER PLANS

#### Reseller

- ≡ 10% discount per unit.
- ≡ No minimum commitment or sales targets.
- ≡ Emails support only to Reseller.
- ≡ Required to link to our website.
- ≡ Xrio marketing pack supplied including documentation high resolutions images, and files to add to your website & marketing material.
- ≡ Rebate of a further 10% if sales of £30k or over are achieved in a year.

#### Partner

- ≡ 20% discount per unit.
- ≡ £30k per annum sales target.
- ≡ Telephone & email support to Partner.
- ≡ Technical training.
- ≡ Purchase NFR unit at a discounted price.
- ≡ Required to link to our website.
- ≡ Xrio marketing pack supplied including documentation high. resolutions images, and files to add to your website & marketing material.
- ≡ Quarterly sales review and assistance.

#### Partner Plus

- ≡ 30% discount per unit.
- ≡ £80k per annum sales target.
- ≡ Telephone & email support to Partner.
- ≡ Email support to end user.
- ≡ Technical training.
- ≡ Free NFR UBM 400, option to upgrade at a discounted price.
- ≡ Required to link to our website.
- ≡ Xrio marketing pack supplied including documentation high resolutions images, and files to add to your website & marketing material.
- ≡ Quarterly sales review and assistance.

## PARTNER PACK

### 3.0 PRODUCT PRICE LIST

## Product Price List for 2008

Product	RRP	Reseller	Partner	Partner+
Discount	0%	10%	20%	30%
UBM 200	£700.00	£630.00	£560.00	£490.00
UBM 400	£1,200.00	£1,080.00	£960.00	£840.00
UBM 1000	£2,500.00	£2,250.00	£2,000.00	£1,750.00
UBM 1500	£4,000.00	£3,600.00	£3,200.00	£2,800.00
UBM 2000	£5,700.00	£5,130.00	£4,560.00	£3,990.00
UBM 3000	£10,000.00	£9,000.00	£8,000.00	£7,000.00

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