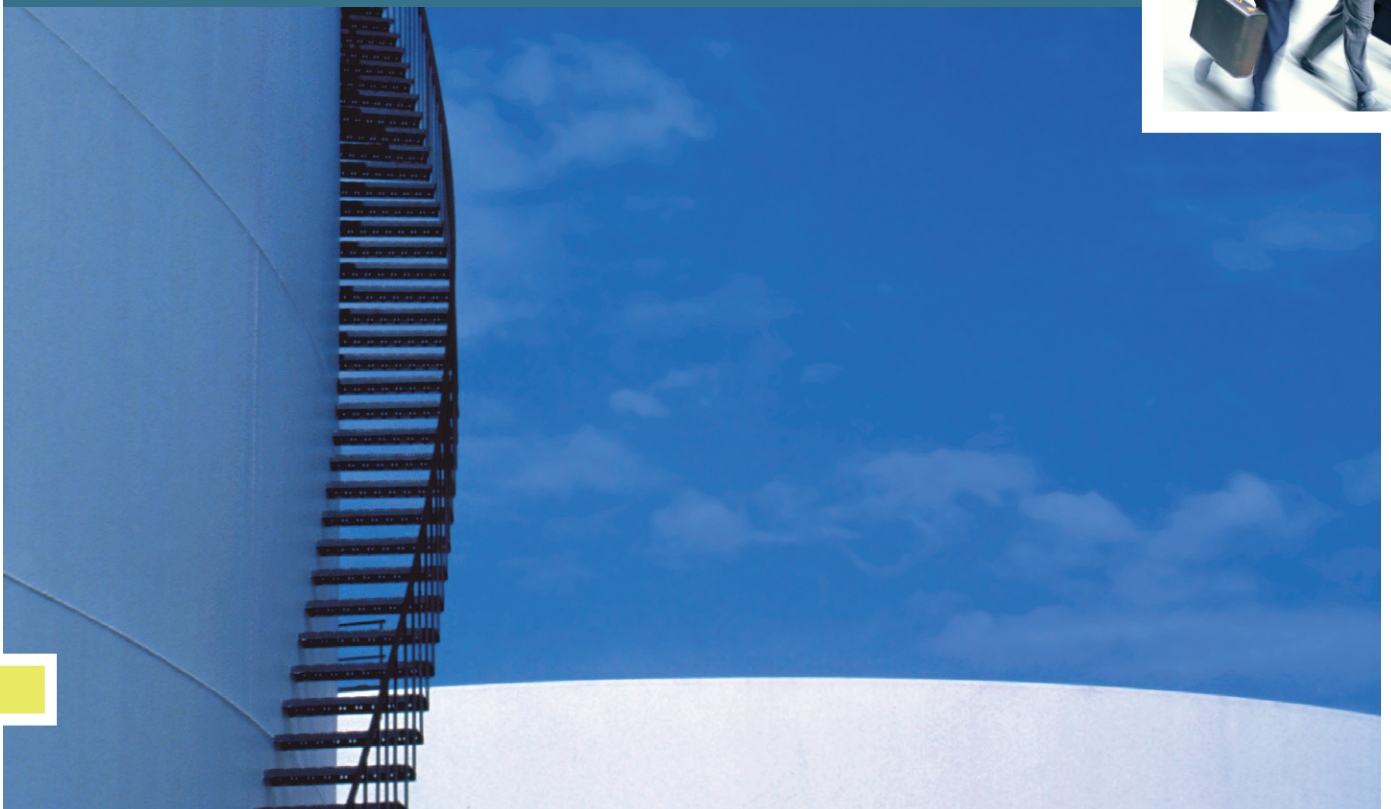


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ASCOM SALES PARTNER PROGRAM  
ENHANCE YOUR OFFERING AND GROW  
YOUR BUSINESS



## ASCOM WIRELESS SOLUTIONS

Ascom Wireless Solutions is a world leader in on-site wireless communications for the manufacturing and process industries, hospitals and elderly care, secure establishments, the retail sector and hotels. Our solutions include voice and data communications, professional messaging, alarm management, mobile devices and on-site paging.

### **Products and solutions to make your offer even more attractive**

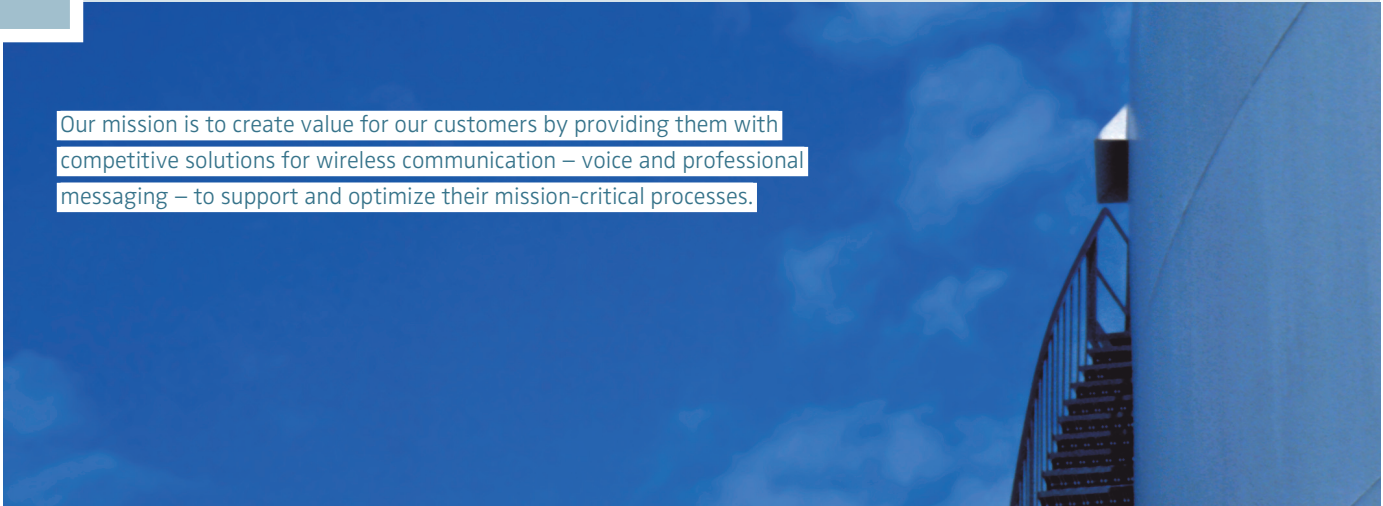
Ascom delivers a number of truly exceptional products and solutions that could help expand your portfolio. Our robust handsets, for example, are world-class. And our loneworker solutions, including a unique alarm management feature, cannot be found anywhere else.

### **Global presence**

Ascom Wireless Solutions is a wholly owned subsidiary and a division of the Swiss Ascom Group. Apart from being part of a global network, we also have a local presence through our sales organisations in Europe and the US. That way knowledge from different countries, organisations and cultures is incorporated into our offer.

### **We are technology independent**

Ascom doesn't promote a particular wireless network technology or device. Different technologies meet different needs. Our solutions are complementary. When it comes to selecting handsets, your customers will have a wide range of technologies to choose from, including paging solutions, DECT technology and WiFi applications. We offer speedy and cost-efficient integration of our products and systems.



Our mission is to create value for our customers by providing them with competitive solutions for wireless communication – voice and professional messaging – to support and optimize their mission-critical processes.

**World-leading platforms**

- Ascom VoWiFi, a cordless communications system based on the 802.11 standards
- Ascom IP-DECT, an IP-enabled cordless platform based on DECT
- Ascom 9d, a DECT based cordless communication systems with built-in personal security, location and messaging features
- Ascom Unite, a unique messaging and alarm management platform supporting all carrier platforms
- Ascom teleCOURIER on-site paging system
- Ascom telePROTECT, a radio based personal alarm/duress system with location features
- Ascom teleCARE M nurse call system, designed to support mobility for nurses.

In order to meet your integration needs and to ensure interoperability and maximum performance, we are continuously testing and verifying compatibility with third-party vendors' products and solutions.

**Millions of people all over the world use our handsets**

Close to 3,000,000 communication devices have been produced and delivered in the company's history. And there are some 100,000 Ascom systems installed throughout the world. Each is unique, built to last and designed to solve a specific customer problem. Thanks to scaleable architecture, as well as optimized integration of modern wireless and IP applications, some of the systems we originally supplied 20 years ago are still in use today.

Your customers' demands will doubtless change over time as their operations evolve. That is why our solutions are future-proof. You simply enhance them to meet shifting requirements.

**Prize-winning performance and quality**

We've been lauded for excellence in design and function on numerous occasions. Most recently, the Ascom i75, one of the cornerstones of Ascom's VoWLAN concept, was hailed as "Best VoWLAN telephone" in the biggest test ever conducted in the Nordic countries of wireless IP-telephony.

**Smart integration sets us apart**

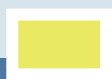
At the heart of our philosophy is smart integration, a unique ability to link systems, personnel and machines – for maximum efficiency. No other provider of wireless communications can offer a comparable concept.

**Aggressive R&D**

At our R&D center in Göteborg, Sweden some 120 engineers work hard to keep us ahead of the competition. Thanks to their efforts, we've developed the only robust VoWiFi handset, the broadest DECT handset portfolio and the most advanced messaging applications on the market.



Ascom i75 VoWiFi handset has tested compatible with Cisco Compatible Extension, (CCX) version 2. Go to [www.ascom.com/ws/products\\_ws/vowifi\\_ws.htm](http://www.ascom.com/ws/products_ws/vowifi_ws.htm) for disclaimer.



#### WE SUPPORT YOUR SALES PROCESS ALL THE WAY:

The Ascom partner program is designed to give you the right platforms, pre-sales support and training, so you can deliver value and grow your business. It also provides the after-sales support you need to manage long-term relations and secure future service revenues. As a partner, you'll have access to our world-leading platforms. The program defines three levels: certified partner, silver partner and gold partner.

#### Discounts

Partners receive discounts according to their annual sales commitments and all other requirements listed in this document.

#### Additional discount on lab & demo systems

Partners will receive additional discounts on equipment for internal use according to their needs.

#### Marketing

Gold and Silver partners have access to the Ascom joint marketing fund.

#### Ascom technical training

All partners have access to scheduled technical training in Göteborg, and can also request local customised training.

#### Ascom commercial training

Product training for partner salesmen can be carried out on demand, on-site or at partner's premises. Priority is given to new partners.

#### Certification of engineers

Certification proves that an engineer has acquired the right knowledge from experience, generic training or Ascom specific technical training.

#### Technical support and helpdesk

Certified engineers have access to 3rd line support from the Ascom technical support helpdesk.

#### Local pre-sales support and on-site training

On selected markets Ascom partners have access to a local Channel Manager and/or a Pre-sales Engineer responsible for the local partner network.

#### Ascom Partner Extranet

All Ascom partners have access to:

- Technical documentation
- Commercial documentation
- Product & technical news
- SW news and downloads
- Product launch information
- Training programme & training application
- Technical support web
- Price list & logistic information
- After Sales information through Ascom's extranet for partners.

As an Ascom sales partner, you'll enjoy the support of skilled and service-minded technical support teams, ready to provide knowledge and back-up in large and complex projects.

#### GENERAL INQUIRY

Contact: [Mike.McDaid@ascom.se](mailto:Mike.McDaid@ascom.se)