



BAICELLS GLOBAL PARTNER PROGRAM INTRODUCTION

Why Baicells?

Internet penetration has grown in recent years, yet 50% of the world's population is still without internet access. Baicells's products target "last mile" areas such as rural and remote communities and businesses, as well as highly dense populations that require additional capacity. Most of the world's population lives within LTE cellular coverage already, so it just makes sense to reach "last mile" areas and regions with dense population using standard LTE fixed wireless or mobile small cell. Our vision is to connect the unconnected through LTE, and make it as easy as Wi-Fi to deploy —"Connect More with Less."

LTE offers excellent penetration (even NLOS) and high-speed data rates. Our customer-oriented LTE solutions extend this carrier-grade, standardized, innovative technology with simple installation, easy maintenance, and low cost.

Benefits of Partnering with Baicells

Proven Solutions

LTE is the industry giant in cellular. Extending the LTE networks already prevalent across the globe with our integrated Baicells fixed wireless and small cell mobile solutions is leading the way for all internet users to receive broadband wireless access and high data speeds at an affordable price. We created a start-of-the-art cloud-based management system that facilitates quick plug-and-play deployments while at

the same time meeting the requisite industry standards. All of the Baicells products are rigorously tested internally and sent through FCC, IC, and other regulatory testing for approval prior to commercial sales. The Baicells portfolio has a proven track record in accelerating sales. Our staff is committed to customer care through ongoing communications, training, and technical support to ensure success.

Sales and Marketing Support

Baicells is highly recognized as a leading LTE vendor worldwide. Partners can work with Baicells to develop customer case studies, press releases, sales guides, and other collateral to assist in driving new business opportunities.

Marketing Visibility

Baicells Global Partners are highlighted on the Baicells website as leading vendors in their respective markets. Partners may also be featured in Baicells webinars or other events to help build customer awareness.

Ongoing Training

Training is made available online on demand, via webinar and in-person. All Global Partners can take advantage of regularly delivered webinars and online courses. As an authorized partner, your technical resources will get access to training, discussion forums, BaiTips, and other valuable information. Whether simply highlighting your solution's capabilities or working more closely with Baicells to leverage joint customer wins and execute co-branded marketing initiatives, Baicells Global Partner companies gain increased exposure and new sales opportunities.

Ready to Become a Member? It's Easy!

1. Submit an online application.
2. Sign the NDA.
3. Invest in minimum volume requirement at each membership level.
4. Submit relevant marketing collateral.

Questions?

If you have questions, Please contact us: contact@baicells.com

Baicells Global Partner Program Membership



Global
Authorized
Partner



Baicells Global Partner Program Benefits

Baicells Global Partner Program Benefits	Bronze	Silver	Gold
Access To Baicells Global Partner Logo	✓	✓	✓
Free Online Training	✓	✓	✓
Product/Solution Docs update	✓	✓	✓
Marketing material	✓	✓	✓
Roadmap Updates	✓	✓	✓
Partner Annual Conference	✓	✓	✓
Major Project Support	✓	✓	✓
Promotions		✓	✓
Assigned Pre-Sales Point of Contact		✓	✓
Joint Event & Regional Exhibitions			✓
Joint Collateral Development			✓
On-site training			✓

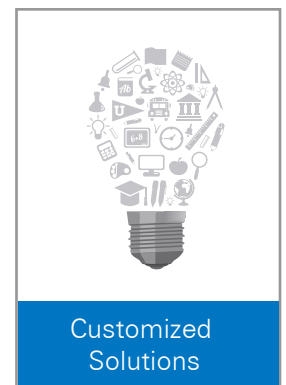
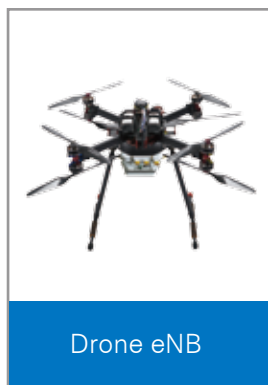
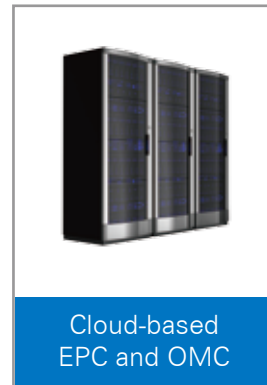
Baicells Global Partner Program Requirements

Baicells Global Partner Program Requirements	Bronze	Silver	Gold
Minimum stock level	✓	✓	✓
Technical Point of Contact	✓	✓	✓
Select Marketing Collateral	✓	✓	✓
Promote Baicells as a Partner on Your Website	✓	✓	✓
Collaborate With Baicells And Its Reseller Partners on Customer Opportunities	✓	✓	✓
Develop Joint Case Studies	✓	✓	✓
Collaborate On Additional Marketing Opportunities	✓	✓	✓
Quarterly Or Semi-Annual Joint Planning	✓	✓	✓

Key Markets

- Telecoms
- ISPs
- Governments
- Education
- Enterprises
- Vertical Markets (Oil & Gas, Power Utilities, Transportation, Mining)
- Smart Cities

Product Portfolio



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www.baicells.com