



Faronics™
Simplifying Computer Management

Leverage The Strength Of Faronics Into Your Business

Faronics delivers software that helps manage, simplify, and secure computing environments. Our suite of products ensures 100% workstation availability, and frees up IT teams from tedious technical support and software issues. Faronics' technology innovations are crafted to benefit educational institutions, healthcare facilities, libraries, government organizations, and corporations.

As a profitable private company, Faronics looks to partner with like-minded organizations that are driven to deliver a positive computing experience to their clients. Our Preferred Partner Program is designed to leverage joint efforts in servicing mutual customers through existing relationships, local presence, and value-added services. Our strong global network of partners stands as a testament to the quality of our products, and to the success of our channel program.

Our Partner Program

Faronics understands that our partners have different needs based on their individual business models, and supports a number of different partner types including: value added resellers, large account resellers, and managed service providers. Those who demonstrate a higher level of commitment towards marketing and selling Faronics products are recognized and rewarded for their efforts.

Preferred Partnership

The Preferred Partner status is reserved for Partners who wish to take an active role in the sale and support of Faronics products. Faronics recognizes that Value Added Resellers and Managed Service Providers continuously seek ways to reduce costs associated with supporting clients, while increasing customer satisfaction and productivity. The Faronics MSP Program provides an opportunity to increase your service revenues, and provide solutions to address your customers' needs.

As part of the Faronics Preferred Partner Program, you will receive the following benefits:

- Dedicated Faronics channel account managers
- Great margins
- Lead sharing programs
- Opportunity registration
- Accelerated margins on achieved sales quotas
- Priority technical support for you and your customers
- Marketing support and access to promotional materials
- Marketing Development Fund and co-op programs to drive demand and awareness
- News and content sharing via Faronics partner newsletter, active blog, and social media platforms
- 24/7 access to Faronics graphics, media, pricing, tools and more!



Our Ideal Partner

Faronics has adopted an intimate approach to channel recruitment. We do not saturate regions with partners and create heavy competition. Rather, we partner with unique, like-minded partners that align with our criteria for success. Partners who align with our market strategies, and where our solutions compliment and add value to their current offering, are the preferred partnerships we are looking for:

- A proactive VAR, LAR, MSP selling within the government, education and/or public sector
- A proactive VAR, LAR, MSP selling within the SMB sector
- A proactive VAR, LAR, MSP focused on Green IT and/or sustainable business

Expanding Your Reach

Preferred Partners have access to programs that provide financial support for marketing efforts, as well as benefits from joint marketing campaigns designed to generate demand and expand market opportunities. In return we require our Preferred Partners to provide the following:

- Direct access to sales staff for training and account management
- Technical support staff capable of Tier 1 support
- Faronics brand and product presence on company website
- Proactive (shared) marketing initiatives to promote Faronics
- Quarterly promotion of Faronics products to existing customer base
- Commitment to measure customer satisfaction



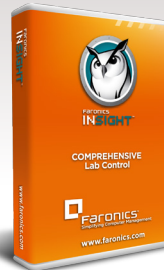
Your computer, like new with every restart...
Faronics Deep Freeze provides the ultimate workstation protection by restoring workstations to their original configuration with every restart.



Be Green, Save Green...
Faronics Power Save reduces workstation power consumption by up to 50% without interfering with user productivity.



Stop threats before they start...
Faronics Anti-Executable is an application control solution that ensures endpoint security by only permitting approved applications to run on a workstation or server.



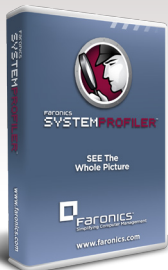
Create collaborative learning environments...
Faronics Insight empowers instructors with the ability to educate, assist, monitor, and communicate with an entire computer lab from one central computer.



Faster, lighter, and more powerful...
Faronics Anti-Virus protects your network against known threats without compromising system performance and integrates seamlessly with Faronics Deep Freeze.



Complete control over the Windows experience... Faronics WinSelect provides a quick and scalable way to configure the functionality of any Windows computer.



Know your system inside and out...
Faronics System Profiler is a powerful inventory solution that identifies and stores detailed hardware and software data for every workstation across your deployment.

Faronics welcomes new relationships worldwide. Take the first step in becoming a partner today! Visit us at:
www.faronics.com/partners/apply/