

Partner Program							
Metric	Distributor	Premium Partner	Gold / Silver Resellers		Gold / Silver Partner		Certified Partner
Registered Capital	USD 3 million or above	USD 2 million or above	USD 500 thousand or above	USD 100 thousand or above	USD 1 million or above	USD 100 thousand or above	---
Company Scale	Has great strength in commercial, sales, logistics and technical networks. Has experience and performance in selling network and communication products and sales scale reaches over USD 20 million. Also has good regional market coverage capabilities namely lower tier channel resources in covered areas and a clientele of 5000+	Has great strength in commercial sales and technical networks. Has a great influence in one industry / are (or multiple) and has deep understanding of industrial services. Sales scale reaches over USD 10 million. Availability of customer resources in authorized industries or areas	Well Developed and has good commercial, sales and service network. Has experience and performance in selling network and communication products. Availability of customer resources in authorized industries or areas		Well Developed & has good commercial, sales & service network. Has experience & performance in selling network and communication products. Sales scale reaches over USD 1 million. Availability of customer resources in authorized industries or areas	Well Developed and has good commercial, sales and service network. Has experience and performance in selling network & communication products. Availability of customer resources in authorized industries or areas	Has sales capabilities and is ANNT entry level certified partner

Partner Program							
Business Order process	<p>Develops lower-tier channels that sell ANNT products and promotes sales.</p> <p>1- <u>Project Order</u> - Strictly executes project orders in accordance with ANNT's and tier 2 channels products, services and prices.</p> <p>2- <u>Product Distribution</u> Distributes products and builds level 1 inventory and supplies to lower tier channels also provides after sales services of distributed products and regularly feeds back its order shipments and inventory</p>	<p><u>Project Order</u> : Directly places order with ANNT or through distributor. Faces end users and implements pre sales support, sales and services</p>	<p><u>Distribution Order</u> : Responsible for product distribution. Places order through a distributor. Builds level 2 inventory, supplies goods to lower tier channels or end-users and implements pre sales support, sales and after sales service of distributed products</p>	<p>1- <u>Project Order</u> - Places orders through a distributor. Faces end-users and implements pre sales support, sales and services.</p> <p>2- <u>Distribution Order</u> - Places orders through a distributor. Faces end-users and implements pre sales support, sales and services.</p>		<p>1-<u>Project Order</u> - Places orders through a distributor. Faces end-users and implements pre sales support, sales and services.</p> <p>2- <u>Distribution Order</u> - Picks up goods from a reseller and if no reseller in local area then goods will be picked up from a distributor. Implements pre sales support, sales and services independently or through its upper level reseller.</p>	
Annual Sales Target	<p>A: USD 5 million B: USD 4 million C: USD 3 million</p>	<p>A: USD 3 million B: USD 2.5 million C: USD 2 million</p>	<p>A: USD 1 million B: USD 800 thousand C: USD 500 thousand</p>	<p>A: USD 500 thousand B: USD 400 thousand C: USD 300 thousand</p>	<p>A: USD 1.5 million B: USD 1.2 million C: USD 1 million</p>	<p>A: USD 1 million B: USD 800 thousand C: USD 500 thousand</p>	---

Partner Program						
Logistics	<p>1. Directly picks up goods from ANNT in accordance with order notification.</p> <p>2. For project sales, supplies good to downstream channels in accordance with order notification & For non-project sales - supply directly goods to downstream channels without order notification.</p>	<p>1. Directly picks up goods from ANNT or distributor in accordance with order notification.</p> <p>2. Supplies goods to end users in accordance with order notification.</p>	<p>1. Directly picks up goods from a distributor in accordance with order notification.</p> <p>2. Supplies goods to end users or other channels in accordance with order notification.</p>	<p>1. Project Order: Places order through a distributor and faces end users and implements pre sales support, sales and services.</p> <p>2. Distribution Order: Supplies goods to end users in accordance with order notification.</p>	---	<p>1. Directly picks up goods from a distributor or reseller in accordance with order notification</p> <p>2. Supplies goods to end users in accordance with order notification.</p>
End- User Support	<p>Helps Tier 2 channels to provide end users with pre sales tech support, demo, testing and after sales services</p>	<p>Plans overall solutions and provides presales tech support , demo, testing and after sales services for end-users</p>	<p>Provides presales support , demo, testing and after sales services of distributed products for end-users</p>	<p>Plans ANNT solutions and provides pre sales tech support, demo , testing and after sales services for end users</p>	---	---

Partners will need to meet minimum volume, sales training, and technical certification requirements. The program is designed to reward partners at all levels, while differentiating those who offer exceptional value to American Networks and Technologies