



## IoT Partner Program

Axelerate provides an Internet of Things platform as a managed “**white labeled**” service in the cloud, enabling IoT service vendors to offer IoT solutions to enterprise customers.

The platform also enables service vendors to address new revenue streams from a vast variety of Axelerate IoT enablers while simplifying the process and reducing the cost of delivering them to customers.

Axelerate IoT partner program makes it possible to get started with IoT at your preferred level. As an Axelerate partner, you can focus on developing your IoT value propositions, services and go-to-market strategies, while we make sure that you can deliver your IoT services to your customers.

The Axelerate IoT platform comprises the IoT stack, which takes care of connectivity, advanced analytics, business logic and frontend with portals, Apps and API's.

We also provide our IoT management platform which makes it possible to create, and setup IoT services, bundles, price plans, service monitoring, and publish apps to IoT terminals using the built-in App store for smart device application management.

When your business becomes “Smart”, you are able to build a connected subscription based business, generating a recurring revenue.

*“Follow the leaders and join the Axelerate IoT partner program”*

Send your partner program request to [partner@axelerate.se](mailto:partner@axelerate.se)

### IoT platform features

#### IoT stack:

- White Label enabled, “Bring your own brand”
- “Smart Business” access using App, Portal and API to access IoT services and solutions
- Business Intelligence and Advanced Streaming Analytics, which turns your data into information, creating business value for customers
- Key Performance Indicators is used in any IoT service to follow customer Productivity, Efficiency and Availability of their Smart products
- Powerful automation rules engine. Use triggers to run integration, alerts and notification tasks in real-time
- Third party integration featuring leading CRM, ERP, social and team collaboration services like Microsoft and Salesforce

#### Management:

- IoT Smart device App store. Develop, test and distribute Smart device Apps over-the-air
- Device management. Provision, monitor and manage your devices from a simple and comprehensive set of controls
- Global SIM and leading telecom operator integration through Jasper and Ericsson
- Platform performance monitoring

Partner Plans	Gold	Platinum	Enterprise
<b>Commercial</b>			
Maximum Assets in IoT Platform	3000	Unlimited	Unlimited
IoT Services Discount	30%	35%	Negotiated
Access to Customer Portal	✓	✓	✓
Access to Management Portal	✓	✓	✓
Discounted SIM pricing	✓	✓	✓
Credit card payments	✓	✓	✓
White-Labeled IoT Platform	✓	✓	✓
Access to APIs	✓	✓	✓
eCommerce Store	✗	✓	✓
Customer Sub Portals	✗	✓	✓
<b>Business Development</b>			
Digitization education	✓	✓	✓
Go-to-Market education	✓	✓	✓
Dedicated IoT success coach	✓	✓	✓
Monthly business development	1 hour	4 hours	Negotiated
<b>Technical</b>			
Custom domain	✓	✓	✓
Publish IoT-Apps on IoT Platform	✓	✓	✓
Develop own IoT-Services	✗	✓	✓
<b>Marketing</b>			
White-Labeled IoT Kits	✓	✓	✓
White-Labeled marketing material	✓	✓	✓
CRM	✗	✓	✓
Exhibit at Axelerate IoT Event	Fee	Included	Included
<b>Support</b>			
IoT Platform Status Portal	✓	✓	✓
Via Email	✓	✓	✓
SLA	✓	✓	✓
IoT Platform Training	✓	✓	✓
Access to Support Portal	✓	✓	✓
Via Phone	8x5	24x5	24x7
Dedicated Support Team	✗	✗	✓
<b>Pricing</b>			
Start Fee in SEK	30.000	100.000	Negotiated
Monthly Fee in SEK	5.000	25.000	Negotiated

Send your partner program request to [partner@axelerate.se](mailto:partner@axelerate.se)