

## **PARTNER PROFILE**

Company Name:

Channel Strategy:

Number of Employees:

Target Market:

Company Profile:

Channel Partner Type:      PACS OEM                      Technology Alliance                      End User

Company Product Portfolio Summary:

### **Request for Integration - Defined**

Summarize the integration project here. (Are they in the PACS space? Are they in an unrelated vertical which may require more support?)

### **Project Qualifications**

1. What is your timeline for this project? (Go to market ETA)
2. What is the projected sales commitment for this project?
3. Will you be reselling WaveLynx readers? Who will be purchasing these readers from us?
4. What resources / app developers do you have available to work on this project? If not, do you plan on outsourcing this project to a third party? Please name the source.
5. Do you plan on embedding our free mobile credential into an existing application?

6. Will you use our credential issuance server or your own?

**WaveLynx Engineering Support (PLEASE INITIAL)**

To ensure a priority position on our development roadmap, we ask that you participate in a 30 minute development call with our team. For additional support, we offer a one-day support workshop for \$5000.

**Partnership Commitment (Co-Marketing) (PLEASE INITIAL)**

We are willing to participate in at least one of these co-marketing activities which include but are not limited to: case studies, video interviews, podcasts, social media posts, articles, email blasts. These efforts will be designed to promote the strategic integration partnership between our companies and to celebrate the WaveLynx mobile credential as it has been incorporated into your platform.