Splashtop Reseller

Welcome and Description of next steps

Congratulations, we are pleased to have you as a partner.

You can now resell Splashtop Business, Enterprise, Classroom and Mirroring360.

And, you are now eligible for a not-for-resale one year license of each product for your own internal company use for employee remote access or for setting up your own demo environments. If you have not already, just request a free trial for the products you would like and let me know the user id you used and I will convert the free trial to a permanent one year subscription.

Please note: Splashtop does not allow Managed Service Providers that also resell Splashtop solutions to use the not-for-resale license as part of their remote support operations.

## For resale of our on-premise Enterprise and Classroom solutions:

* Resale is done on a customer by customer basis.
* Your prospect can sign up for trials on their own or you can request Splashtop to set up a trial for them.
* For each sale, Splashtop will provide you with a quote that includes your reseller discount.
* Provide Splashtop with the customer, the number of users, and the length of the term of purchase (1 year or 2 year etc.).
* You accept the quote and send Splashtop a Purchase Order.
* You will be invoiced.
* You can pay by check, wire transfer, or credit card.
* Credit card transactions be done without a purchase order if you choose.
* Once Splashtop receives a PO or is notified that the credit card transaction is complete we will send you the product key for the purchase.

## For Splashtop Business we have three options:

1. On a customer by customer basis we can provide you with a promo code for your discount.

* You purchase online for your customer using your credit card and the promo code.
* You bill your customer.
* All subsequent user additions or auto renewals will be billed at the discounted price to you.

1. On a customer by customer basis Splashtop can provide you with a quote and invoice you.

* Your prospect can sign up for trials on their own, you can create the trial for your prospect, or you can request Splashtop to set up a trial for them by sending us an email request with the prospects proposed email address for the account setup.
* For each sale, Splashtop will provide you with a quote that includes your reseller discount.
  + Provide Splashtop with the customer, the number of users, and the length of the term of the purchase (1 year or 2 year, etc.)
  + You accept the quote and send Splashtop a Purchase Order.
  + You will be invoiced.
  + You can pay by check, wire transfer, or credit card.
  + Credit card transactions be done without a purchase order if you choose.
  + Once Splashtop receives a PO or is notified that the credit card transaction is complete we will send you the product key for the purchase.

1. Use the Splashtop Partner Portal

* If you believe you may have several more Splashtop Business customers we can provide you access to our Splashtop Partner Portal. This option is typically reserved for Platinum resellers that will generate $1,000 revenue to Splashtop on a yearly basis.
* In this portal you can create your own trials and customers.
* We will invoice you based upon what you create in the portal.
* You can pay by check, wire transfer, or credit card.
* If this is the option you choose we will need to provide a 15 minute training for you so that you know how to use the portal.

## For resale of Mirroring360:

* Resale is done on a customer by customer basis.
* Your prospect can sign up for trials on their own or you can sign up for a trial for them.
* For each sale, Splashtop will provide you with a quote that includes your reseller discount.
* Provide Splashtop with the customer and the number of licenses required.
* You accept the quote and send Splashtop a Purchase Order.
* You will be invoiced.
* You can pay by check, wire transfer, or credit card.
* Credit card transactions be done without a purchase order if you choose.
* Once Splashtop receives a PO or is notified that the credit card transaction is complete we will send you the product licenses so you can distribute to your customer.

If you would like any technical or sales training we are also happy to schedule a conference as well.

We look forward to working with you.

Jeff Tonkel

SVP Sales and Marketing

Splashtop, Inc.