Channel Partnership Program

- Add recurring revenue (RMR)
- Grow new markets
- Increase company value
- Prevent crime
- Best of breed
- Augment or replace guards
- Bring innovation
- Reduce attrition
- Like-minded partner
- Generate leads
- Tiered opportunities
- Boost police relationships

eliteisi.com | info@eliteisi.com | 866-691-5221

ELITE INTERACTIVE SOLUTIONS

Channel Partnership Program

Integrators: Get these benefits by engaging with Elite!

Elite Interactive Solutions is at the forefront of innovative security solutions, including our industry-leading remote video guarding that has successfully eliminated false alarms to law enforcement. The mission of our UL-approved command center is to never miss an event and eliminate false positives, allowing our skilled agents to focus on proactive crime prevention.

The **Elite Interactive Solutions Channel Partnership Program** is designed to establish long-term relationships, create a recurring revenue stream, and reduce liability for both parties. By leveraging our expertise and technology, we aim to provide turnkey security solutions while fostering collaboration with channel partners. This document outlines the program, with a more detailed agreement provided to commence the partnership.

Elite's Role & Pledge
Elite only designs or alters the layout for perimeter protection or security guard augmentation and supplies the hardware requirements to monitor the system. We have the command center, advanced technology and experience to go above any beyond any other video monitoring provider in the nation. We will not create a replacement service for the security integrator or consultant. The solution allows our agents to address crime onsite without involvement of the channel partner. Elite's physical presence will contractually not be allowed unless requested by the partner to maintain the channel partner/client relationship.

Key Features

Exclusive Partnership
Elite commits to not engaging with customers without the involvement of the channel partner, ensuring a strong and protected relationship.

Forensic Analysis and Site Walk
Elite employees will conduct a forensic analysis and site walk to determine optimal camera selections and identify areas for crime prevention.

Installation Responsibilities
Channel partners will be responsible for procurement, labor, installation materials, and support functions.

Communication and Liability
Elite will handle all communication with law enforcement and onsite personnel, indemnifying the channel partner from liability for events that transpire. Channel partners may permit customers to call them related to the remote guarding service using a pass-through number that connects directly to Elite, who the end user must know is servicing that component of their total security package.

Customer Agreement
To replace guards and be responsible for crime prevention, Elite must maintain separation from the channel partner on indemnification and limitation of liability, among other guarding-specific aspects, in order to provide remote guarding services. Billing and communication related to service or requests for modifications of the system, excluding the remote guarding portion of the design, will be through the channel partner. A tri-party agreement will be established between Elite, the channel partner, and the customer, outlining responsibilities and expectations.

Nondisclosure and noncompete stipulations will be included to prevent Elite from taking over the customer relationship, and we will address liability for inaction, failed action, or wrongful action between Elite and the channel partner.

Business Terms

Lead Generation
Channel partners provide prospective addresses as potential targets for Remote Guarding.

Onsite Analysis
Elite dispatches a representative for an onsite forensic analysis and system survey.

Demo Presentation
Elite presents a demo and agreement to the customer, explaining the functionality of active analytic-enabled cameras.

Equipment Procurement
Channel partners procure equipment and ship it to Elite for configuration and site notes.

Installation and Monitoring
Channel partners install the system, and Elite begins monitoring, handling troubleshooting and service issues.

Channel Partnership Program Pricing

Monitoring Charges

Low camera count (>10) and easy monitoring (parking lot)

$1,500 /month

Low camera count (>10) and standard activity

$1,800 /month

Medium camera count (11-20), standard activity

$1,800 /month

High camera count (20+), standard activity

$2,400 /month

Medium camera count (11-20), and high alerting

$2,700 /month

High camera count and high alerting

$3,000 /month

Additional Charges
$25 per camera each month for stream analytics and preventative reboot/restart.

Commissioning and Aiming
Elite additionally charges 2x the monthly subscription amount for commissioning and aiming.

Billing Responsibilities

All billing for onsite installation and onsite maintenance will be done by the channel partner. Monthly recurring revenue will a) be billed by Elite to end user, with payments distributed monthly or quarterly to the channel partner based on payments received; b) by billed by the channel partner to the end user, with payments distributed to Elite monthly.

Profit Share

For each monitoring option, Elite pays the following revenue share to the channel partner:

Elite charges	Revenue share to channel partner
$1,500 /month	**$200**
$1,800 /month	**$350**
$2,700 /month	**$540**
$3,000 /month	**$600**

Note: Revenue share amounts are based on the monthly subscription charges and are subject to the terms outlined in the Channel Partnership Agreement.

Next Steps

The pricing structure is designed to offer flexibility based on the specific needs of the customer, ensuring that both Elite Interactive Solutions and the channel partner can derive a fair and profitable arrangement from the partnership. Prospective partners that have any reservations are encouraged to suggest modifications that will be carefully considered by Elite.

Ultimately, the objective is to set forth a win-win-win relationship for Elite, the partner and end-user customer. Let's do business!

Contact

Scott Goldfine
Marketing Director
sgoldfine@eliteisi.com | (877) 435-4832