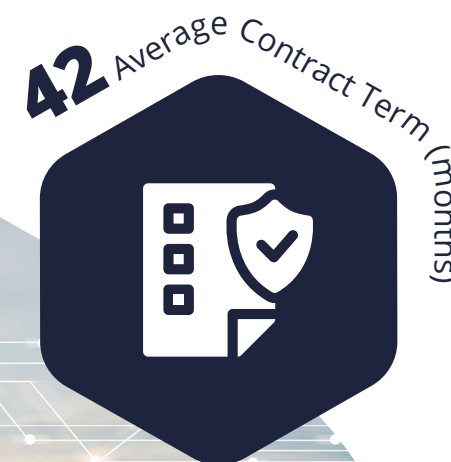
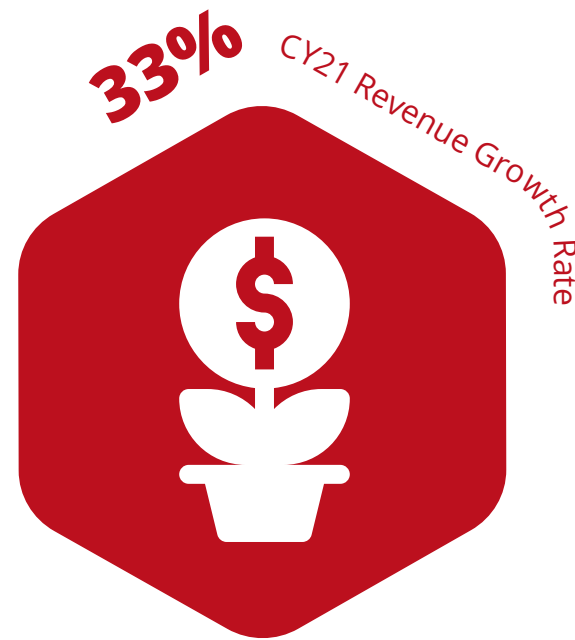


# Why Partner with RedEye?

By partnering with RedEye you can better differentiate your business. Our purpose-built solutions will complement and extend your existing offerings, reinforcing your reputation for innovation.

We're bridging the gap between legacy systems and digital engineering, helping asset owners on their digital transformation journey. As organizations around the world drive digitization initiatives, working with RedEye can better support your customers on this journey.

TOGETHER WE MAKE THE WORLD'S ASSET DATA MORE AVAILABLE, USABLE AND VALUABLE.



RedEye currently enjoys a churn rate of less than 1%. This has helped us to record a strong consistent MRR growth rate to date, achieving a CAGR greater than 48% over the past seven years. Incorporating RedEye solutions into your product mix can provide a solid, recurring SaaS revenue stream.





# RedEye Partner Program Benefits

We're looking for partners who want to collaborate and innovate, either by integrating technologies to provide additional value or by enhancing your own existing services to drive business.

RedEye specializes in asset data management, and our solutions can be integrated with yours to provide a unique advantage over the competition.

The RedEye Partner Program offers three unique tiers of collaboration:

### Engage

Work with RedEye to enhance your understanding of the Partner Program, and the RedEye product ecosystem as you grow and expand your business.

### Build

We build with our partners through collaboration. Together we help you to accelerate your business as you deepen your knowledge and expertise of the RedEye solutions.

### Advance

World-class value-added partners with a proven track record of RedEye success. Advance through specialization and unlock differentiation by integrating our solutions with other systems.

|                    |                        | Engage | Build  | Advance     |
|--------------------|------------------------|--------|--------|-------------|
| MRR (SaaS Revenue) |                        | 10%    | 20%    | 30%         |
| Activation         | Teaming Agreement      |        |        |             |
|                    | Agreed Revenue Targets |        |        |             |
|                    | MRR Target             | \$10k  | \$25K  | \$50K       |
| Onboarding         | Product Education      |        |        |             |
|                    | Sales Education        |        |        |             |
|                    | Training Requirement   | Light  | Medium | Specialized |

| Sales Support           | Deal Registration            |  |          |          |
|-------------------------|------------------------------|--|----------|----------|
|                         | Access to Channel Manager    |  |          |          |
|                         | Access to SME's              |  |          |          |
|                         | Promotion and Rewards        |  |          |          |
|                         | Renewal Alerts               |  |          |          |
|                         | Demo Environment             |  |          |          |
|                         | Partner Directory            |  |          |          |
|                         | Business Planning            |  |          |          |
|                         | Product Specializations      |  |          |          |
|                         | Partner Certifications       |  |          |          |
|                         | Qualified Leads              |  |          |          |
| Technical Opportunities | Specialized Training         |  |          |          |
|                         | Integration USP              |  |          |          |
|                         | Integration Services         |  |          |          |
| Value Add Services      | Consulting Services          |  | Optional | Optional |
|                         | Implementation Services      |  | Optional | Optional |
|                         | Application Managed Services |  |          | Optional |
|                         | Training Services            |  |          | Optional |
| Marketing Support       | Partner Directory            |  |          |          |
|                         | Logo on Website              |  |          |          |
|                         | Shared Campaign Content      |  |          |          |
|                         | Co-Branded Content           |  |          |          |
|                         | Custom Campaign Planning     |  |          |          |
|                         | Access to MDF                |  |          |          |



## Key Contacts

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