



Do you have any idea what the... Lisa, Teacher of those letters, Work for me, as I am teaching. Might you be available Wed...
Hello LISA, your account password appears to be WOL50. If you have any questions or comments, please contact us:
afternoon - have...
What our day...
password appears below. Your Password is: WOL50. If you have any questions or comments, please contact us:
Thank you for your...
Please let me know if you need any...
Kind Regards,



Air Power

The SkyPilot Channel Partner Program



Air Power

The SkyPilot Networks Partner Program.

Mesh networking is one of today's most exciting new technologies. Business opportunities continue to develop as the industry rapidly approaches a market value of \$1.5 billion. This explosive growth is being fueled by municipalities and service providers around the world, who are seeking to build out multi-use networks in order to provide ubiquitous Wi-Fi and broadband access for economic development, public safety and improved community services. When you join SkyPilot Networks' AirPower Partner Program you become a part of this communications technology revolution, and your customers get all the benefits of the most reliable and advanced mesh solution available today.

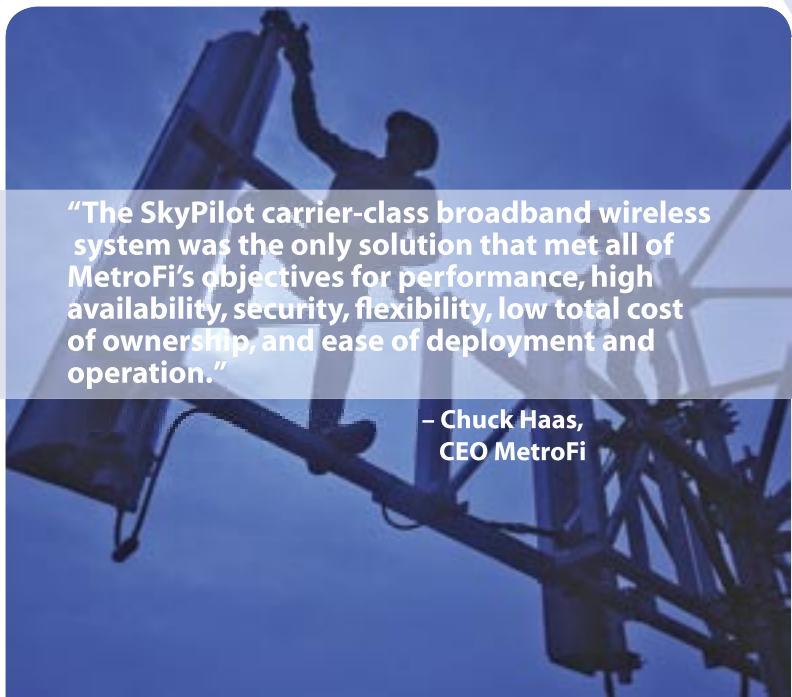
Leading the Mesh Revolution

SkyPilot is the leading provider of next-generation mesh networking solutions for broadband wireless access in both rural and metropolitan environments. Whether your customers are looking to provide ubiquitous Wi-Fi coverage throughout a community or deliver 'last mile' broadband services, SkyPilot's complete mesh solution sets a new standard in price/performance. In doing so, we have enabled broadband wireless services to compete effectively and affordably, for the first time, with DSL and cable access.

Our products have been chosen by hundreds of companies, in over 40 countries who require high performance, scalable networks that can support the growing demand for high-bandwidth applications such as business connectivity, video surveillance, emergency response communications, and voice-over-IP (VoIP) services.

As a SkyPilot system integrator and reseller this means you can quickly and profitably deliver the wireless system that delivers these exciting features to your customers:

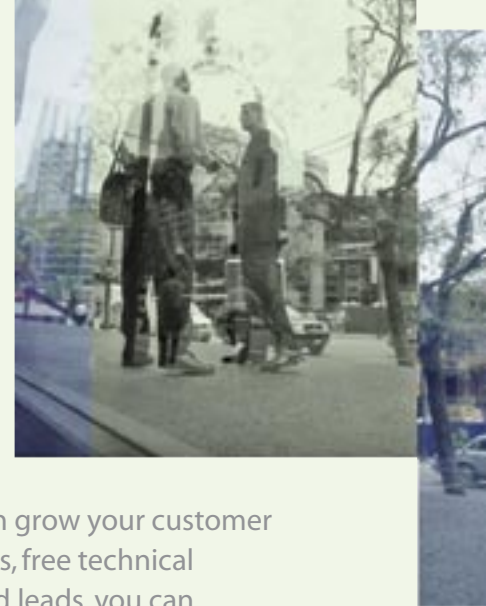
- **Rapid and Flexible Deployment**—Automatic discovery, self-configuration and non-line of sight, make a SkyPilot mesh network simple and fast to deploy.
- **Highest Performance and Scalability**—With a unique Wi-MAX like Synchronous Mesh Protocol and GPS integration, SkyPilot mesh networks have proven scalability, capacity, and performance.
- **Extended Range and Coverage**—Utilizing a smart, high power antenna array, SkyPilot operates at a higher output power, delivering up to 20 times the reach of other mesh vendors and with superior interference mitigation.
- **Proven Reliability**—Proven in the dense Chilean forests, freezing temperatures of Siberia, and the harsh desert conditions of Nigeria, SkyPilot products deliver the kind of reliable performance your customers need, in the most demanding environments.



"The SkyPilot carrier-class broadband wireless system was the only solution that met all of MetroFi's objectives for performance, high availability, security, flexibility, low total cost of ownership, and ease of deployment and operation."

**– Chuck Haas,
CEO MetroFi**

Join our AirPower Partner Program and take advantage of this unique opportunity to capitalize on the enormous business opportunities available in this expanding space.



The Power to Succeed

SkyPilot's AirPower Partner Program provides you with the support and incentives you need to effectively deliver our innovative mesh solution.

With the support of the SkyPilot sales, marketing and technical teams, you can grow your customer base and revenues. By utilizing our outstanding sales incentives, great margins, free technical support, professional training, joint marketing opportunities, and pre-qualified leads, you can significantly increase your sales success rate.

The SkyPilot AirPower Partner Program provides a wealth of resources and benefits to our partners. Here's a selection of just some of the program features and benefits available:

Instant Rebates

AirPower Partners receive a 4% instant rebate on purchases through authorized SkyPilot value-added distributors.*

Regular Communications

Look for regular e-mail flashes, newsletters, and web casts from us to keep you informed of upcoming events, new product announcements, special promotions or new sales and marketing support materials.

SkyPilot AirPower Portal

You'll find up-to-date sales collateral, competitive information, technical papers, presentations, RFP templates, and other relevant support material and tools. The AirPower portal also provides you with a direct link to the resources available on the SkyPilot Technical Support site.

Training

SkyPilot partners benefit from comprehensive training that includes sales training, hands-on technical training, web seminars and presentations on the full range of SkyPilot products. And as a partner, you are eligible for substantial savings on SkyPilot Technical Training.

Marketing Resources

SkyPilot offers a broad array of marketing tools and resources to help you generate demand and promote solutions to customers in the most effective way possible. Marketing support includes collateral to help you conduct targeted promotions and campaigns, marketing templates, product photos, turnkey seminars and much more.

Joint Sales Calls

Our sales staff will help you identify accounts in your marketplace and help you close the deal. Our sales engineers are available to assist you when in-depth technical information is needed.

Marketing Development Fund

Partners that reach \$50,000 (USD) in sales are eligible to participate in our MDF program that gives you rebates to grow your market.

Technical Support

Receive free access to our technical support team to help you successfully deploy SkyPilot mesh networks.

Lead Referral

The SkyPilot team undertakes numerous events and campaigns throughout the year to stimulate demand and generate leads. These range from tradeshow to local workshops and events, and from advertising campaigns to direct marketing campaigns.

Government and Educational Discount Program

Special pass through rebate savings for your government and educational customers.

Starter Kit Program

Substantial discounts for partners purchasing SkyPilot Starter Kits.



* Program discount levels may vary by region.

The Power of Partnership

We work with the top wireless integrators and VARs with the highest levels of customer support and technical expertise to bring our industry-leading wireless mesh products to companies and service providers around the world. Our Partners are an integral part of our sales and support network, and provide skilled sales, installation and support personnel to assist with all stages of the sales and deployment cycle.

To qualify for and maintain partnership, you must demonstrate the ability to generate \$100,000 (USD) in annual end user sales, as well as have:

Market Coverage – show local market knowledge and proven sales traction.

Wireless Knowledge – strong RF expertise, network design and installation capabilities.

Support Capabilities – ability to provide post sales and maintenance support.

Technical Training – maintain a minimum of one engineer on staff that has completed the SkyPilot Technical Training course.

Join the Mesh Revolution Today

This is a unique opportunity to demonstrate leadership in a new and exciting business area. If you would like to take part in the mesh networking revolution, please apply today.

Simply complete the on-line registration form at www.skypilot.com/partners and a sales representative will contact you shortly.



www.skypilot.com/partners



SkyPilot Networks, Inc.
2055 Laurelwood Road
Santa Clara, California 95054
Telephone: +1-408-764-8000

www.skypilot.com
email: partners@skypilot.com