



Air Power

The Trilliant Channel Partner Program

 **Trilliant**
AirPower Partner

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Trilliant's Channel Partner Program.

Broadband wireless continues to expand into new markets and expose new opportunities every day. Market growth is being fueled around the world by those who are seeking to build out multi-use networks in order to provide broadband Internet connectivity across large geographic areas using outdoor wireless networks. When you join Trilliant's 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 broadband wireless solution available today.


The Broadband Wireless Opportunity

Trilliant's SkyPilot product family is a leading mesh networking solution 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, our 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 60 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 reseller partner, this means you can quickly and profitably deliver the wireless system that provides these exciting features to your customers:

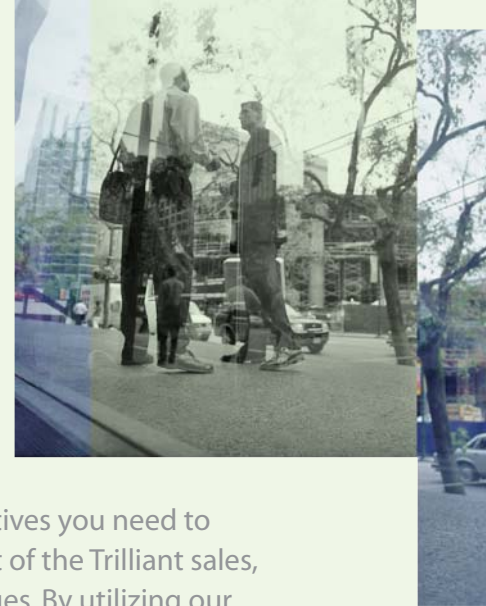
- **Rapid and Flexible Deployment**—Automatic discovery, self-configuration, and non-line of sight capabilities, make a SkyPilot mesh network simple and fast to deploy.
- **Highest Performance and Scalability**—With a unique WiMAX-like mesh network, SkyPilot mesh networks have proven scalability, capacity, and performance.
- **Extended Range and Coverage**—Utilizing a smart, high-power antenna array, the SkyPilot products operate at higher output power, delivering up to 20 times the reach of other mesh vendors and with superior interference mitigation.
- **Proven Reliability**—With over 50,000 units deployed and proven in such areas as the dense Chilean forests, the freezing temperatures of Siberia, and the harsh desert conditions of Nigeria, SkyPilot products deliver the kind of reliable performance your customers need, even 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

Trilliant's AirPower Partner Program provides you with the support and incentives you need to effectively deliver our innovative broadband mesh solution. With the support of the Trilliant sales, marketing and technical teams, you can grow your customer base and revenues. By utilizing our sales incentives, great margins, professional training and joint marketing opportunities, you can significantly increase your sales success rate.

The Trilliant 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 5% instant rebate on purchases made through their assigned Trilliant value-added distributors.*

Regular Communications

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

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 Technical Support site.

Training

AirPower 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 technical training.

Marketing Resources

Trilliant 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.

Technical Support

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



* 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 AirPower 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 \$50,000 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 Us Today

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

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



skypilot.trilliantinc.com



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