

Partner Levels

- Registered Member— This introductory membership level allows the new partner to obtain additional information on BTS and the Partner Program while they are being processed for silver status as either a reseller or systems partner.
- Silver— Once approved, new resellers and systems partners are assigned to silver status where they will enjoy product discounts, a dedicated ordering system, web-based support, certification opportunities and general marketing assistance.
- Gold— Partners who demonstrate a consistent sales history and excellent customer service will be granted gold status. Gold partners enjoy additional product discounts, lead generation and direct marketing support, participation in the development process and increased training and support.
- Platinum— Our partners with substantial sales history and excellent customer service will be granted platinum status. Platinum partners enjoy product discounts, new revenue generation opportunities, marketing assistance, additional training opportunities and the highest level of technical support.



A Partnership You Can Trust

Enrollment in BTS' Partner, Reseller and Affiliate Programs is easy. Visit our website at www.brownstonets.com and click on the "Partner" link located at the bottom left-hand side of the page. Enter the Partner Portal and complete your application today.

If you would like more information please call us 866.535.0022.



BROWNSTONE
TECHNOLOGY SOLUTIONS



**Partner, Reseller and
Affiliate Programs**

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SERVICE

QUALITY

INNOVATION

BTS Partner, Reseller and Affiliate Programs

Partner, Reseller and Affiliate Program Benefits

The BTS Partner, Reseller and Affiliate Program Levels and Eligibility

Partner Types & Eligibility

- Increase Revenue - Increase revenue with all the benefits of the reseller program and provide a variety of products including POS systems, VSS, and integrated solutions.
- New Client Lead Generation- Receive sales leads for potential new clients directly from BTS.
- Software Discounts- Receive 10% to 50% off wholesale prices on all BPOS software.
- Hardware and Support Discounts- Receive 5% to 30% off wholesale prices on all other hardware, software, hosting services, and support services offered by BTS.
- Certified Installer Program- BTS has established a certified installer program for BPOS and BTS' VSS.
- Certified Trainer Program- Certified partners may increase their revenue by providing training services with POS and VSS.
- Technical Support- BTS provides 24/7 technical support to our systems partners for POS and VSS software inquiries.
- Training- BTS offers a wide variety of both fee-based and free training programs for our systems partners.



Welcome to Brownstone Technology Solutions' Partner, Reseller and Affiliate Programs. As a partner you will receive discounts on BTS' point-of-sale systems, video surveillance systems, servers and services, as well as access to many unique membership benefits. BTS offers a comprehensive training and support system to ensure that all partners have the tools and resources they need to successfully offer BTS products.

BTS is a professional partnership founded in trust and service, and we look forward to working with you.

- Affiliate - Affiliates refer business to BTS either through personal introduction or website links. Affiliates earn commission on all customers they send to BTS. A completed application is necessary for an affiliate partner.
- Reseller – Resellers purchase products from BTS and sell them to their clients. To be a reseller, the potential partner must be in the business of providing computer services and have an appropriate resale permit in the state(s) where the partner operates.
- Systems Partner – Systems partners are qualified to sell BTS' POS, VSS, and industry-specific integrated systems in addition to all other products and services offered by BTS. To be a systems partner, the potential partner must be in the computer service business full-time, have an appropriate resale permit in the state(s) where the partner operates and have experience in POS, VSS or integrated systems market; have one staff member who is network certified; or be a Microsoft Certified or Gold Partner.

BTS provides the following marketing support to its partners:

- Listing on BTS online partner page
- Joint marketing programs (trade shows, associations, advertising, etc.)
- Marketing materials
- Qualified lead generation & sales cycle assistance
- Proposal generation

