

# Libelium Certified Cloud Partner Program

Become in one and gain visibility in the IoT scenario



“Over 10,000  
Wasmote developers  
from 120 countries  
worldwide need a  
Cloud Platform.  
Will it be yours?”

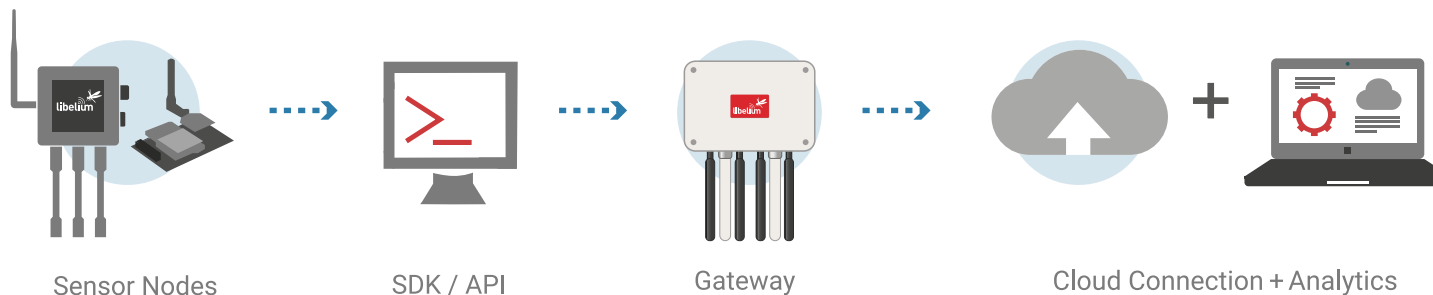
- The fragmentation of the IoT market is a reality at any point of the whole value chain.
- The market needs **interoperability for the rising demand of a horizontal perspective on IoT.**
- Worldwide IoT players map now is still a work in process.



## Do you want to play your leading role?

Libelium ecosystem offers what the market demands: **transparency and interoperability.**

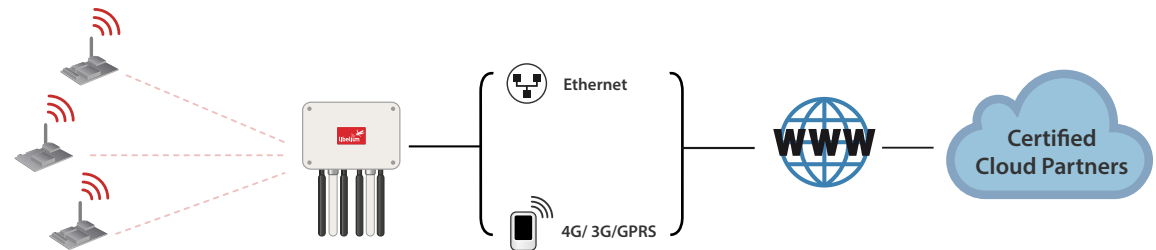
The program focuses on offering partners interoperability with Meshlium to build successful cloud based services and providing access to new business opportunities, technical support and marketing benefits.



## 01 Start line: Connect with Meshlium

**Waspnote** is a modular and horizontal wireless sensor device that can be used in any IoT scenario. It connects to the Internet through Meshlium, the Internet Gateway.

As a **Certified Cloud Partner**, with your Cloud Connector Agent in Meshlium, all future and existing **Waspnote** customers can connect automatically to your Cloud platform.



## 02 Why join the Libelium Cloud Partner Program? Benefits



### Boost business opportunities

Waspnote integrates **110+ different sensors** on **10+ Sensor Boards** and **16 radio technologies**.

**Waspnote applications:** Smart Cities & Parking, Smart Agriculture, Industrial Control, Smart Water, Smart Environment, Smart Metering, Security & Emergencies, Retail, Logistics, Home Automation and eHealth.



### Access to new customers

Your Cloud Connector Agent will be installed by default in all the Meshlium shipped by Libelium or its distributors.

Backward compatibility and easy upgrades. Any existing Libelium customer can upgrade their Meshlium software with just one click and access to the latest Certified Cloud Platforms.

This system allows to upgrade your Cloud Connector Agent in the future ensuring 100% compatibility.



### Keep your business model and customers

The GUI included in Meshlium to configure your Cloud Connector Agent will adapt to all the fields you require. Customers will contact you directly to open an account if your platform requires.

Configuring your Cloud Connector Agent can be as simple and dynamic as you want, without adding any complexity to the setup process.



### Reduce your time to market and deployment costs

By making your Cloud Platform out-of-the-box-ready with Waspnote, the deployment of a final solution reduces drastically.



### Get more visibility

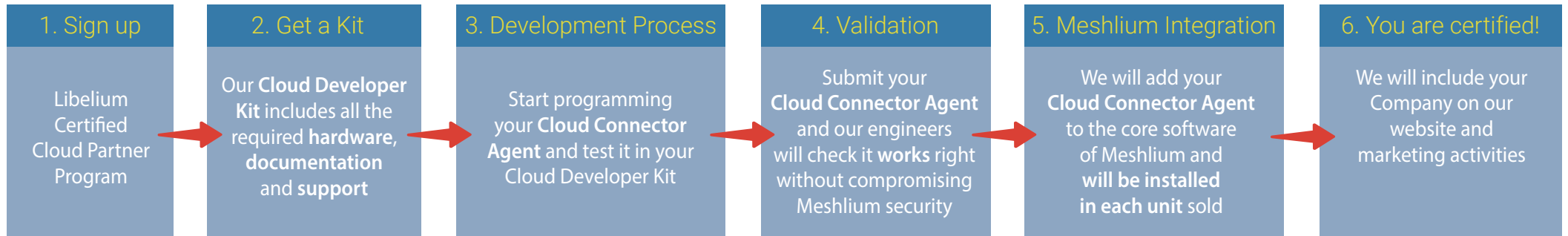
Listing in Libelium website as Certified Cloud Partner.

Using of Libelium Certified Cloud Partner logo in your website and products.

Extra marketing tools: press release, newsletter, promotion in trade shows, etc.

\* See conditions based on levels (page 5).

# 03 Follow the Steps to become a Libelium Certified Cloud Partner



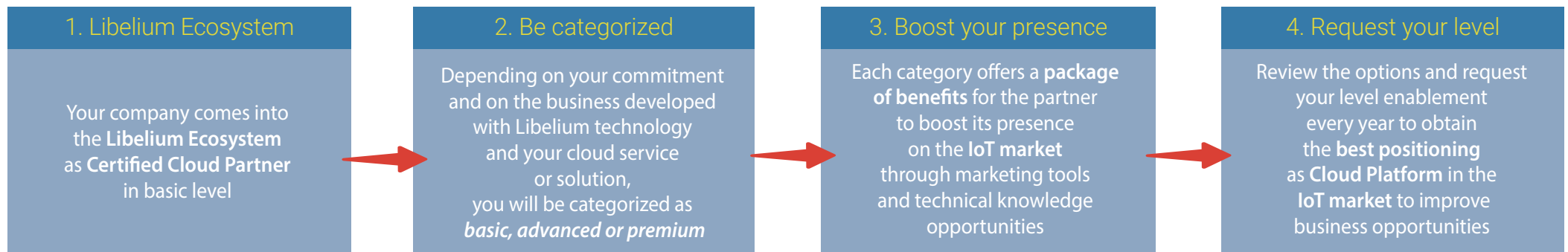
| Cloud Developer Kit   |   |
|---|---|
| Hardware  | Support & Certification   |
| <ul style="list-style-type: none"> <li>• 1 x Meshlium 4G 802.15.4 AP*</li> <li>• 2 x Waspnote 802.15.4-PRO SMA 5dBi**</li> <li>• 1 x Waspnote Gases Sensor Board PRO-v3</li> <li>• 1 x Waspnote Events Sensor Board-v3</li> <li>• 1 x Temperature, Humidity and Pressure Sensor</li> <li>• 1 x PIR Sensor OEM</li> <li>• 2 x 6600mAh rechargeable battery</li> <li>• 2 x 220V – USB</li> <li>• 3 x International power adaptor</li> <li>• Cloud Connector Validation Service</li> </ul> | <ul style="list-style-type: none"> <li>• Access to the Meshlium Cloud Connector Development Guide (confidential document with the technical information required to program the Agent step by step).</li> <li>• Technical Consultancy with our engineers through our e-learning platform (online, 5-hour package).</li> <li>• Free and unlimited access to our community-based technical support forum</li> </ul> |
| <b>Cloud Partner Certification Price: 3.900 €</b>   |   |

\* This kit includes a Meshlium 4G with GPS functionality for geolocation. Note: 4G Australian version does not include GPS.

## 04 And now... What expect after certification process?



### Step by step process after certification:



## 05 Compare levels IoT Cloud Partner Programs



Once you are a **Certified Cloud Partner**, you can choose your level depending on your commitment and on the benefits you want to reach. The below chart shows a comparative of services included.

|  | <b>BASIC CLOUD PARTNERS</b><br><i>No fee</i> | <b>ADVANCED CLOUD PARTNERS</b><br><i>Program fee: 2,500 € / year</i> | <b>PREMIUM CLOUD PARTNERS</b><br><i>Program fee: 2,500 € / year</i> |
|--|--|--|---|
| <b>Requirements</b>  |  |  |   |
| Minimum Product Purchase Volume  | ✗  | ✗  | 20,000€ per year  |
| <b>Spotlight at Libelium Website</b>   |  |  |   |
| Libelium Ecosystem 'Cloud Partners' section (~40,000 visits / year)  | Basic company profile                        | Basic company profile<br>+<br>Link to partner demo visualization     | Premium company profile<br>+<br>Link to partner demo visualization  |
| Meshlium 'Sensor to the cloud' section (~16,000 visits / year)   | ✗  | ✗  | ✓   |
| 'Certified Cloud Partner Program' flyer  | Basic position                               | Advanced position  | Premium position  |
| <b>Spotlight at The IoT Marketplace website</b>  |  |  |   |
| Category logo on kit card at homepage (~75,000 visits / year)  | ✗  | ✓  | ✓   |
| Link to visualizer demo at Cloud Partner kit page  | ✗  | ✓  | ✓   |
| Welcome banner on top of 'Current Partners' page (~5,000 visits / year)  | ✗  | 1 week   | 1 month   |
| <b>Libelium Showroom</b>   |  |  |   |
| Preferred logo positioning   | Basic Section                                | Advanced Section   | Premium Section   |
| Availability for Cloud Partner meetings  | ✗  | 1 meeting / per year   | Unlimited meetings  |
| Demo visualizer at Libelium Showroom screens   | ✗  | ✗  | ✓   |
| <b>Training courses</b>  |  |  |   |
| Limited free places  | ✗  | 1 vacancy  | 2 vacancy   |
| <b>Technical services</b>  |  |  |   |
| Presence on Meshlium Manager System  | Basic profile                                | Advanced profile   | Premium profile   |
| Connector upgrade validation (1 per year)  | 750€ / service                               | included   | included  |
| <b>Coexhibition program at fairs</b>   |  |  |   |
| Special discount on coexhibition booth fees<br>( <i>Mobile World Congress, IoT Solutions Expo, Smart City Expo</i> ) | ✗  | 10%  | 20%   |
| <b>Marketing Package</b>   |  |  |   |
| Use of Libelium Certified Cloud Partner logo   | ✗  | ✓  | ✓   |
| Entry on Libelium Ecosystem news   | ✗  | ✗  | 1 per year  |
| Preferred input at bimonthly Libelium newsletter (+60,000 subscribers)   | ✗  | 1 per year   | 2 per year  |
| Campaign in Libelium social media profiles (+10,000 followers)   | ✗  | ✗  | 1 per year  |

P

PREMIUM CLOUD PARTNERS



A

ADVANCED CLOUD PARTNERS



B

BASIC CLOUD PARTNERS

