

## UNLOCK THE POWER OF SCALE FOR YOUR IOT SOLUTIONS

The complexity of deploying IoT solutions spans farther than simply development – today partners must navigate a vast technology landscape to arrive at complete and secure solutions that meet customer demands.

Avnet’s IoT Partner Program creates a unique channel to enable partners – systems integrators, VARs, OEMs and ISVs – to address both hardware and software needs, deliver unmatched global reach and maximize revenue potential.

## ONE PROGRAM, ONE PLATFORM – WORKING FOR YOUR BUSINESS

The Avnet IoT Partner Program helps you focus on building and deploying successful IoT solutions. One of the core solution accelerators partners can tap into is Avnet’s secure, enterprise IoT and AI platform, IoTConnect – built for simplicity and powered by Microsoft Azure.

With the IoTConnect platform, your team can seamlessly connect all critical devices, assets and systems securely to the cloud – plus, you’ll find a suite of AI services to capture the real value of this new data – resulting in valuable ROI and efficiencies for you and your customers.

Complete with a digital partner portal and IoT marketplace, partners will find a suite of accelerators at their fingertips – all designed to help businesses expand their portfolio of solutions and bring them to market faster.



## END-TO-END SOLUTION ACCELERATION



## THE AVNET IOT PARTNER PROGRAM BENEFITS INCLUDE:

Address hardware and software needs	Multiply revenue streams	Expand reach and accelerate time to market	Realize complete solutions
With nearly 100 years in technology, Avnet has deep hardware and software expertise	Generate additional revenue streams through Avnet's recurring billing platform and global IoT marketplace	Tap into Avnet's technology ecosystem to rapidly deploy your IoT solutions across the globe	Find a global one-stop shop for solutions and services beyond SaaS to include security, hardware and logistics

## AVNET IOT PARTNER PROGRAM TIERS

Find the right program support tier to work for your unique business needs.

PARTNER PROGRAM OFFERING	SILVER	GOLD	PLATINUM
Access to PartnerZone dev portal (5 device limit)	•	•	•
Access to KnowledgeBase Portal	•	•	•
Online Chat support	•	•	•
Partner Program Portal	•	•	•
Partner Program University	•	•	•
Account Management Support	•	•	•
Assigned Client Executive			•
Partner Program MRR Billing Services	•	•	•
Tech Support*	•	•	•
Discounted IoT Hardware Advisory Services*	•	•	•
Discounted IoT Security Advisory Services*	•	•	•
Featured Community Promotion		•	•
Avnet Ecosystem Partner listing*	•	•	•
Access to Avnet Marketplace		•	•
Inclusion in Lead Referral		•	•
Joint Events & Webinars		•	•
Joint Case Study Development			•
Joint PR			•
Vendor Co-branding opportunities			•
Membership to Advisory Council			•
Access to Avnet Executive Team			•

\* Levels and discounts vary by Tier

Through Avnet's IoT Partner Program, your company not only realizes the competitive advantage of faster deployment of complete IoT solutions for your customers, but an expanded level of scale and reach to drive new revenue and efficiencies for your business.

Get started or request more info: [avnet.com/iotpartnerprogram](https://avnet.com/iotpartnerprogram)

### AT AVNET, WE SPEAK IOT.

IoT is about more than technology: **IoT is about business transformation.** Our solutions reduce the time, cost and complexity of bringing IoT products to market at scale. Learn more at [avnet.com/IoT](https://avnet.com/IoT)