

Samsung KNOX

Future-proof Your Business

Samsung KNOX
SILVER RESELLER

Samsung KNOX
GOLD RESELLER

Samsung KNOX
PLATINUM RESELLER

Samsung KNOX presents significant revenue opportunities for resellers. Whether you sell Samsung KNOX as standalone solution with existing device management, or bundle the products with hardware, management and services, Samsung KNOX can help you grow your customer base and increase revenue opportunities.

Key Benefits to Selling Samsung KNOX:

- 1. Defense Grade Android Security.** Defense Information Systems Agency (DISA) approval of the Security Technical Implementation Guide* (STIG) for Samsung KNOX devices means Samsung KNOX devices are secure for very strict enterprise mobility.
- 2. Great Opportunity.** Samsung KNOX provides a strong enterprise mobility opportunity. The time is right, BYOD is growing and IT is looking for fully secure and manageable Android devices.
- 3. Sales and Marketing Support.** Samsung KNOX provides everything you need to sell their products and services—including reseller marketing opportunities, collateral and more.
- 4. Grow and Profit.** Customers can start with a small number of devices as a Proof Of Concept (POC) or trial. Resellers can easily add more devices, as needed, in an enterprise rollout. Quick Start Trial SKUs are available for instant startup.
- 5. Single Console Management.** Technology partnerships with top Mobile Device Management (MDM) companies provide IT departments with compatible environments to manage mobile devices.
- 6. Diverse and Extensible.** Samsung KNOX provides an opportunity to focus on the growing enterprise security market, based on specific use cases like BYOD, furthering the need for expert mobile security consulting. Samsung KNOX makes on-boarding a snap—perfect for attracting thousands of new users. Samsung KNOX's enterprise-class security makes it perfect for vertical markets, including healthcare, finance and government.
- 7. Quick and Easy Ramp-up.** Simplified agreements and comprehensive sales training pave the way for you to begin selling Samsung KNOX products very quickly.

*Excluding certain features.



Channel Reseller Levels



The Samsung KNOX Silver Reseller level is available to organizations ready to take the first step in reselling Samsung technologies. Silver Resellers receive access to a wide range of program benefits and support.



Samsung KNOX Gold Resellers are experts in delivering our solutions to their customers with a high level of measurable customer satisfaction. Gold Resellers receive all Silver Reseller benefits, plus access to internal Samsung KNOX resources, including additional sales and marketing information, tools and support.



Our Platinum Resellers deliver the highest value to their customers. Platinum level is maintained by demonstrating expertise in Samsung KNOX solutions, consistently achieving revenue targets and maintaining a high level of customer satisfaction.

Platinum Resellers receive all Gold Reseller benefits, participate in Samsung KNOX's Support Program, receive technical training, deliver front line technical support and have access to our senior-level technical support engineers. Platinum resellers also have access to marketing, sales and technical resources as well as joint sales planning and mutual customer relationships.



www.samsungknox.com

© Samsung Electronics. All Rights Reserved.

Reseller Benefits*

Sales, enabling, marketing and support benefits for each of the Samsung KNOX Channel Reseller levels are detailed below:

Sales	Platinum	Gold	Silver
Publicly Available Performance Comparisons	✓	✓	✓
Eligible for Opportunity Registration	✓	✓	
Advanced Product Information	✓	✓	
Free Product Brochures and Sales Tools	✓		
Co-marketing Campaigns	✓		
Enabling			
Not For Resale (NFR) Product (Limited Use Licenses)	✓	✓	
On-line Sales Training & Assessments	✓	✓	
Systems Engineer (SE) Training & Assessments	✓	✓	
Awards/Advisory Program	✓		
Marketing			
On-going Communications on Samsung KNOX News & Products	✓	✓	✓
Participation in Reseller Satisfaction Survey	✓	✓	✓
Online Welcome Pack – PR Template, PPT Slides, Demos	✓	✓	✓
Customer Reference Submission	✓	✓	✓
Samsung KNOX Reseller Logo Usage and Guidelines	✓	✓	✓
Reseller Events	✓	✓	
Support			
Access to Samsung KNOX Reseller Portal	✓	✓	✓
On-line Technical Support	✓	✓	✓
Product Roadmap Program	✓	✓	
Product and Program Certification	✓		

*Available 2H2014. Certain benefits, contents and/or features are being considered and may be changed or rescinded.

Registration

To apply to become a Samsung Knox reseller, visit:
<https://www.samsungknox.com/contact?subject=reseller>

Reseller Requirements**

All resellers must complete an application to be considered for the program. Reseller status is subject to review and acceptance by Samsung KNOX.

Requirements	Platinum	Gold	Silver
Completion of Samsung KNOX Reseller Program application and acceptance into the program	✓	✓	✓
Reseller Profile (mandatory for promotion in program)	✓	✓	✓
Achievement of Minimum Quarterly Revenue Targets	125,000	25,000	
Minimum number of employees who must successfully complete Samsung KNOX Pre-sales Support Training	2	1	
Minimum number of employees who must receive Samsung KNOX Technical Specialist Accreditations	3	1	
Minimum number of employees who must successfully complete Samsung KNOX Sales Training	1	1	
Active support of marketing activities, including campaigns	✓	✓	
Completion of monthly reporting as detailed by Samsung Account Manager	✓	✓	
Proof of Stipulated Support Capability (i.e. phone and email support Level 1 and/or Level 1 & 2)	✓	✓	

**Available 2H2014. Certain requirements, contents and/or features are being considered and may be changed or rescinded.

