



## MaaSters Partner Program

Build and grow your mobility business with Fiberlink, the leader in cloud-based Mobile Device Management.



Mobility is top of mind for CIOs today. For solution providers, going to market with comprehensive mobility management capabilities not only makes sense, but also can be extremely profitable given the strong buyer need and interest. Teaming up with Fiberlink can ensure your mobility success is simpler, faster and more beneficial, while also boosting sales for complementary offerings, such as your telecom expense management, messaging, security and mobile application development business.

Fiberlink's unique cloud-based technology and delivery model are the foundation for our Mobility-as-a-Service platform. MaaS360 is a solution for total MDM, from smartphones and tablets to whatever comes next. And in a market with so many vendors jumping on the MDM bandwagon, Fiberlink's long history of managing enterprise mobile computing devices translates to best practices that shorten sales cycles, accelerate deployment, eliminate risk and simplify mobility management for you and your customers.

### WHY PARTNER WITH FIBERLINK?

You'll reap the benefits the moment you join the MaaSters Partner Program. There are no complicated partnership levels to understand or tedious requirements to complete. Becoming a MaaSters Partner means you can:

#### Expand current customer relationships

Deliver trusted guidance and added value to your customer base with innovative mobility solutions that are a must-have in today's enterprise.

#### Easily bundle complementary products and services

Robust APIs allow you to package your existing solutions around our award-winning mobility platform, particularly telecom expense management, messaging, security and mobile application development.

#### Accelerate your time to market

Leverage Fiberlink investments in building product awareness and demand, supporting sales tools, and a customized portal and storefront to get your business up and running immediately.

#### Develop cloud expertise

Differentiate with a true SaaS for mobility offering and bring your customers much faster time-to-value than any on-premises solution, with devices enrolled in minutes.

#### Build a profitable business

Buyers are ready and eager to take control of their mobile device landscape. Adding cloud-based mobility management to your portfolio will result in a recurring, predictable revenue stream.

#### Experience rapid sales cycles

Because customers can quickly recognize MaaS360's simple deployment model, powerful capabilities and scalability, sales cycles are measured in days.

#### Leverage a proven and award-winning mobility platform

Benefit from the credibility that comes with partnering with Network World's "Clear Choice" Mobile Device Management solution and the expertise from 20 years of mobility management experience.

## MaaSters Partner Program

### PARTNER OPPORTUNITIES

Building long-term strategic partnerships is a vital aspect of our business strategy. The MaaSters Partner Program includes opportunities for Referral, Reseller, Service Provider, and Technology Partners. Solutions offered include MaaS360 mobile device management for iOS, Android, and BlackBerry devices, as well as any Exchange ActiveSync or Lotus Notes Traveler connected devices.

**Referral Partners** - Working directly with Fiberlink’s sales, implementation and support teams, MaaSter Referral Partners identify new opportunities and are directly involved in driving recommendations and purchase decisions.

**Reseller Partners** - MaaSters Reseller Partners provide their customers with innovative mobility solutions and services on the MaaS360 platform. With a vigorous enablement and support program from Fiberlink, as well as a scaled margin structure to incent your sales team, resellers have the opportunity to build a recurring revenue stream.

**Service Provider Partners** - Wireless carriers and broadband service providers that seek to more effectively extend their reach into the enterprise by offering value added lifecycle mobility management and operations support to their business customers.

**Technology Partners** - Fiberlink partners with leading technology vendors who share our commitment to best-in-class mobility solutions and customer satisfaction. Our true SaaS model and robust APIs provide technology partners with secure and seamless integration, and our joint customers with rapid time-to-value and simple, easy administration.

### MAASTERS PARTNER PROGRAM: EASY AS 1-2-3

Whether you’re a referral partner or a solutions provider building complementary MaaS360 solutions, Fiberlink is fully committed to all of our MaaSters Partners. We want you to succeed in building a profitable business and your customers to gain the comprehensive, flexible mobility solutions they need to compete. Once you decide to become a partner, our support begins immediately:



### BECOME A MAASTERS PARTNER

The time for mobile device management is now. Start building your business today with Fiberlink, the leader in cloud-based mobility solutions.

Contact us to find out more about becoming a MaaSters Partner at [partners@fiberlink.com](mailto:partners@fiberlink.com).

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#### For More Information

To learn more about our technology and services visit [www.maaS360.com](http://www.maaS360.com).  
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