



- **Marketing assistance**
- **Technical assistance**
- **Training**
- **Extended warranties**
- **Website enhancements**
- **Website links**



Partner Program for resellers and dealers of power-related products

Benefits of being a Para Systems Certified Partner

1. Certified Partners will receive signage to be prominently displayed indicating they are a Certified Partner of Para Systems, Inc.
2. Para Systems will maintain a portal on its website for Certified Partners.
3. Minuteman UPS products sold by Certified Partners are eligible for an additional year of warranty on the electronics over the Standard Warranty, provided said products are registered with Para Systems either via the Minuteman website or by mail.
4. Certified Partners are eligible to purchase UPS batteries and obtain Para Systems/Minuteman service at a 20% discount.
5. Certified Partners may be provided qualified leads shortly after the lead has requested information from Para Systems. Para Systems uses a variety of strategies to obtain quality leads from advertising to public relations to promotions.
6. Certified Partners will be added to Para Systems Certified Partner website locator if requirements are met and maintained.
7. Certified Partners will have full access to Para Systems technical assistance and marketing tools, including:
 - Customized **www.sizmyups.com** website
 - Customized price lists
 - Online access to forms and information updates
 - Inclusion in the Certified Partner/Reseller Locator on Para Systems' **www.minutemanups.com** website to allow potential customers to find your business and link directly to your website
8. Certified Partners will be among the first to be notified of Para Systems news and product announcements.
9. Certified Partners may acquire advertising and literature "slicks" that can be adapted with their logo and contact information for printing or publishing by Certified Partner.
10. Certified Partners can earn Minuteman Dollars to be used for equipment purchases and coop reimbursements.

Minuteman power technology products from Para Systems

Uninterruptible Power Supply (UPS) Systems

- Available in standby, line interactive and on-line topologies
- UPS units up to 10kVA
- Parallel configurations up to 24kVA
- Three-year warranties standard

Surge Suppressors

Ten models with advanced features:

- Rotating outlets
- "Child proof" protection
- Ruggedized units

Power Distribution Units

- Horizontal and vertical orientation
- 6-, 8-, 10- and 16-port units
- 15-, 20-, and 30-amps outlets

Keyboard-Video-Mouse (KVM)

- 2-, 4-, 8- and 16-port units available
- Special audio/video unit available

Remote Power Managers

- IP addressable
- 15-amp and 20-amp units available

Other

- Power monitoring and control software
- Rackmountable LCD consoles
- SNMP/network cards
- USB to RS-232 adapters
- Temperature/humidity probes

Learn more about Para Systems and its
Minuteman products at

www.minutemanups.com

to select your uninterruptible power supply use:
www.sizemyups.com

Overview of Certified Partner Program

Para Systems' Certified Partner Program is an opportunity for resellers and installers and their customers to tap into Para Systems' marketing resources and earn funds for marketing efforts in the promotion of Para Systems/Minuteman products.

Eligible Participants

Qualified resellers and installers of power and communication-related products and services are eligible for Para Systems' Certified Partner program if they meet the following requirements:

1. Actively sell power-related products to end users in the United States.
2. Agree to purchase Para Systems/Minuteman products from authorized Para Systems distributors.
3. Agree to have sales, service and technical personnel trained on Para Systems products.
4. Agree to participate in promotional campaigns initiated by Para Systems.

Effective Dates

This program is effective April 1, 2008. Each Partner Agreement will be valid for one year and may be annually renewed on the agreement of both Para Systems and Partner. Certified Partners may be re-certified each year based on the prior year's performance and with agreement of both parties.

Process

1. Any firm or individual that buys or intends to buy Para Systems power-related products from Para Systems authorized distributors may apply to become a Para Systems Certified Partner by completing and submitting a Certified Partner Application.
2. Para Systems reviews the application for completeness. Deficiencies on the application are corrected and reviewed.
3. Once the application is approved, Para Systems will establish a timetable for the training of Partner's sales and technical personnel.
4. Partner applicant will ensure that at least one sales person from each sales office successfully completes on-line product training achieving at least a 70% score on each test.

Responsibilities of Certified Partner

Certified Partner agrees to buy the Para Systems products in accordance with the terms and conditions of this Agreement

1. Certified Partner agrees to purchase Para Systems power-related products from authorized Para Systems distributors.
2. Certified Partner will ensure that appropriate personnel are trained according to Para Systems guidelines.
3. Certified Partner will place a Para Systems Minuteman customized sizemyups.com on their website provided by Para Systems.
4. Certified Partner will identify, by state and/or county, active areas of their territory. This information will be used for the distribution of leads.
5. Certified Partner will highlight Minuteman products on their webpage.
6. Certified Partner will follow-up on all leads provided by Para Systems and report results of said follow-up to Para Systems within 30 days.
7. To obtain coop funds and Minuteman Dollars through the Certified Partner Program, the Certified Partner must:
 - Sell at least \$10,000 of Para Systems/Minuteman products within a 12-month period and substantiate evidence of it by submitting invoices covering the qualifying purchases.
 - Certified Partners are eligible to use Minuteman Dollars to purchase Para Systems/Minuteman products for use as demonstration units, not for resale and for reimbursement of pre-approved co-op joint marketing programs.
 - Minuteman Dollars will be accumulated at the rate of two percent (2%) of purchases of Minuteman products from authorized distributors, exclusive of shipping, handling and taxes.
 - Claims for Minuteman Dollars will be processed on a calendar quarterly basis.

Specifications on this program is subject to be changed by Para Systems without notice.

Please send me additional information on Para Systems / Minuteman Certified Partner Program

Mail to: Para Systems Certified Partner Program

Fax to: 972.446.9011

1455 LeMay Dr, Carrollton, TX 75007 USA

Or visit: www.minutemanups.com/partners

Company:			
Type of Organization: [] Corporation [] LLC [] Partnership [] Other:			
Type of company: [] System integrator [] Installer [] Consultant [] Dealer			
Number of sales offices:	Total sales personnel:	Sales last fiscal year: \$	Sales last 6 months: \$
Industries served: (e.g. telephone, security, financial, education, manufacturing, etc.)			
Area served: States:		Zip codes:	
Main Contact:			Title:
Mailing address:			
City:		ST:	Zip:
Main phone:	Cell phone:	Fax:	E-mail:
What power-related products do you sell/recommend?			
Where do you currently buy power-related products?			
Additional Sales Offices (list on separate page if more than two offices) 2nd Office - Name:			
Main contact:			Title:
Mailing address:			
City:		ST:	Zip:
Main phone:	Cell phone:	Fax:	E-mail:
Sub territory served:			

Applicant hereby agrees to adhere to the conditions in this application to become a Para Systems/Minuteman Certified Partner and that information contained on this application is correct to the best of the undersigned knowledge.

Signature: _____ Printed name: _____

Company: _____ Date submitted: _____