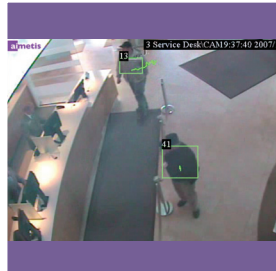
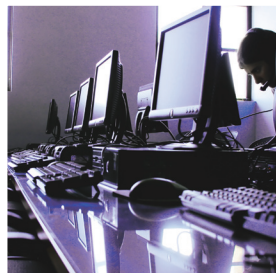


“Once certification requirements are fulfilled, partners will receive official certification status to differentiate and elevate them as being more qualified than competitor VARs in the market.”

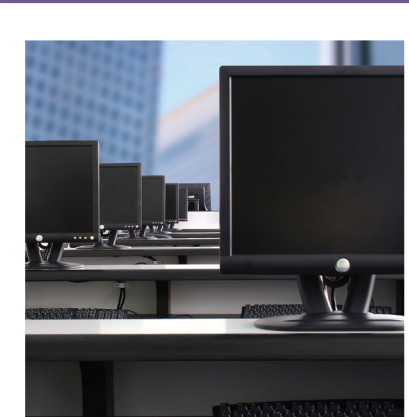


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PARTNER CERTIFICATION PROGRAM



AIMETIS CERTIFICATION

- 1 Getting Certified
- 2 Aimetis Certified Partner Requirements
- 3 Certification Training

GETTING CERTIFIED: ACCELERATE YOUR TIME-TO-OPPORTUNITY BY JOINING THE AIMETIS TEAM

Tap the resources of the leading, award-winning video management and analytics software vendor, differentiate your business, and accelerate your profitability.

The Aimetis Partner Certification Program offers you the software, training, tools, services and support you need to help satisfy your customers and set your company apart from the competition. Aimetis Certified Partners can enjoy the marketing advantages and financial benefits of Aimetis's channel incentive programs.

Whether you provide products, services, or solutions, a partnership with Aimetis is a major step forward in ensuring your continued business success.

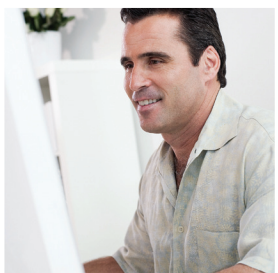
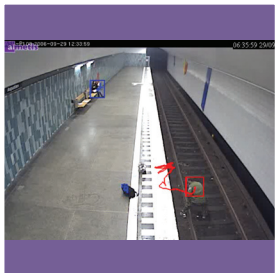
AIMETIS CERTIFIED PARTNER BENEFITS

Partners receive an extensive range of benefits and advantages of being in the Aimetis Certified Partner Program:

- The knowledge and confidence to provide world-class video management and analytics solutions for the security and business intelligence needs of their customers.
- Interesting and insightful training events featuring the latest Aimetis products and product information and Aimetis sponsored activities.
- Aimetis Certified Partner certificate and the official certification logo helps differentiate from competitors in the market as being more qualified.

MORE ABOUT AIMETIS CERTIFIED PARTNER BENEFITS

- Aimetis Certified Partner logo to place on website and sales materials.
- Up to 2 individuals from one address or location are included in the certification fee.
- Dedicated Channel and Partner Portal on www.aimetis.com with access to co-marketing/co-branded collateral, forums and other online resources.
- Free Aimetis software licenses for resale. 2 Standard, 2 Pro and 2 Enterprise licenses are absolutely free and are included with the certification fee.
- Sales and PR contests for valuable prizes.
- Partner Solution of the Year and other recognition programs.
- Co-marketing activities such as website spotlights and events.
- Aimetis Partner Certification Kit containing
 - Technical and sales training material, certificate suitable for framing, promotional items



All certified partners receive the official partner logo

“The knowledge and confidence to provide world-class video management and analytics solutions.”



AIMETIS PARTNER REQUIREMENTS

To resell all current and future Aimetis products (including Symphony v5 Enterprise, Professional and Standard software editions) qualification is necessary for a number of requirements as well as the achievement of technical certification. In general, the Aimetis Certification applies to Value Added Distributors (VADs) and System Integrators (S.I.s), and Value Added Resellers (VARs). In any of these categories, the process of becoming Aimetis Partner Certified is as follows:

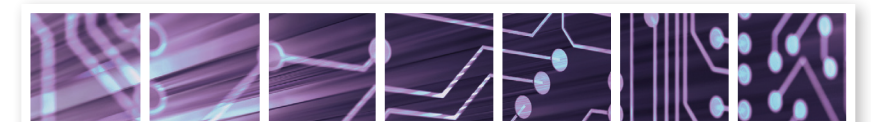
- Obtain pre-qualification from your Aimetis Representative or through the Aimetis Partner Program (partner@aimetis.com). Together we'll determine which portions of the training (all or some, or in some cases none) are necessary to prepare for the exam for your individual certification. Regardless of the scope of training involved, passing the exam on a yearly basis will be required to maintain membership in APCP.
- Together with an Aimetis contact each partner enrolled in APCP will develop a qualification plan that most likely will include action points such as technical training, forecasting, etc.
- Once certification requirements are fulfilled, partners will receive official certification status to differentiate and elevate them as being more qualified than competitor VARs in the market.

BUSINESS REQUIREMENTS

- System Integration and Surveillance/CCTV business focus
- Aimetis-approved business plan
- Sales forecasts shared with Aimetis
- Payment in full of certification training and registration fee

TRAINING REQUIREMENTS

- On a yearly basis, successful completion of written exams and modules as determined by pre-qualification.
- To extract maximum value from the Aimetis partner program, annual attendance at an Aimetis training event is strongly encouraged.



Aimetis Partner Certification events are generally held monthly in various global locations. Check www.aimetis.com/training for more information.

Aimetis reserves the right to accept or reject certification and authorization applicants.