

Welcome to the club

Innovation through collaboration & integration



1. Introduction
Working together



2. Our relation
Commitment



3. Our journey
Progressing tiers



4. Our support
ProClub benefits



5. Integration
Demo products



6. Getting started
Portal & support



1. Introduction



Working together

True integration. True value for mutual customers.

A partner program that's based on collaboration and technical integration

Working with ProDVX means more than just working with reliable and stable hardware. We know that to make a difference, we need close partnerships. So, we have created an exclusive software partner program to fuel your growth and take our partnership to the next level.

As part of our software partner program, you belong to a club of specialists: the ProClub. Together we can achieve more. That's why members of our Club enjoy many benefits, that are linked to three different tiers.

Benefits increase as you progress through each tier. Advancing to higher tiers demonstrates dedication to **technical integration** of your software on our hardware and **ambassadorship**. Because we believe we create value for our joint customers when software and hardware work seamlessly together.

In return, benefits are created to offer you the best sales, technical and marketing support.

With these benefits, we aim to create true synergy: $1 + 1 = 3$.

Create extra value for customers

Fuel your growth with the ProClub. As a channel-centric company, we always support your interests. The ProClub is our way of rewarding you for your continued investment in us.

Join today and create value for our joint customers.



PRO **CLUB**

Commitment



From our side

ProClub silver, gold, and platinum partners are awarded many benefits to offer the best sales, technical, and marketing support.

Four types of benefits

Exclusive insights

Take advantage of our company's exclusive product roadmap to continually be one step ahead and innovate with us.

Financial benefits

Enjoy the ProClub's financial benefits on registering your projects, getting your sample products and demos, or create business from the leads we share.

Sharing knowledge

Educate yourself with all the resources and info you will ever need, to be accessed in our portal. Additionally, we offer you access to our device management tools to make sure software and hardware are easily integrated together.

Marketing resources

Co-market your target group in your market with our Market Development Fund, create awareness with (co-) branded content, or get support to create a case study out of your successful project.



From your side

New ProClub members start as Silver member. We offer you all the necessary tools to work with our devices and collaborate successfully, with the goal of becoming even closer partners, as Gold or even Platinum ProClub member.

As you progress to each tier, your benefits increase too. Each tier has its own requirements. These are based on your [ambassadorship](#) and [technical integration](#) of your application with our devices.

With these benefits, we aim to create true synergy: $1 + 1 = 3$.

Progressing tiers

Greater commitment to these requirements means progressing to higher tiers and enjoying even more benefits.

Find all requirements on the next page.



3. Growing

Progressing tiers



Tier
Silver

Basic technical integration*

ProClub partner agreement

Basic ambassadorship



Tier
Gold

Medium technical integration*

Minimum annual revenue**

Medium ambassadorship***



Tier
Platinum

Advanced technical integration*

Minimum annual revenue**

Active ambassadorship***

Platinum marketing activity***

* A basic integration is achieved by certifying your application. A medium integration is achieved by working with the ProDVX API to unlock all device features, and optionally ProMGR remote device manager. An advanced integration is achieved by (optionally) also using ProDEPLOY to ensure out-of-the-box devices that come preinstalled with your application, and/or updating firmwares, that include ProSECURE security patches.

** The minimum annual revenue requirement is based on the number of operational systems that consists of a partner's software application and a ProDVX device. The number of operational systems is to be achieved **every year**. The requirement for platinum partners is higher than for gold partners. Contact your account manager for more details.

*** Medium ambassadorship includes listing ProDVX on your website as a partner. Advanced ambassadorship includes performing at least one platinum marketing activity per year. Details of such an activity can be found on this [page](#).

3. Growing

Our first months

Our first steps together

1.
Signing ProClub partner agreement

2.
Receive your demo device and access to portal and device management tools



3.
Certify your application on our device to achieve a basic integration

6.
List ProDVX on your website and work with the ProDVX API to achieve a medium integration

5.
First operational systems deployed, to meet minimum annual revenue

4.
Application listed on prodvx.com. Guest blog & joint project promotion (support in newsletter) (optional)

7.
Promotion to ProClub Gold member



8.
Listed Gold partner on prodvx.com, with promotion of another joint project(s)



Becoming a platinum member



3. Growing

Our journey together

Discover how our partnership keeps growing



Tier **Silver**

We start our journey together by signing a partner agreement, to emphasize our joint intentions to become close partners.

After that, the first step is to ensure a [basic technical integration](#) by making sure that software and hardware work seamlessly together. We will offer you all the necessary tools, including access to our portal, technical info, device management tools like ProMGR, API, ProDEPLOY, and a free sample device (on loan). Once successfully integrated, we jointly start [basic ambassadorship](#) by listing your application at [provx.com](#). Optionally, we promote joint projects and start joint guest blogs. All are supported in our newsletter.



Tier **Gold**

Once software and hardware are technically integrated, everything is in place to start growing together and deploy our first installation(s). You're ready to become an official Gold member when:

1. [Medium technical integration](#), using the API to unlock all device features, or (optionally) ProMGR.
2. Our first joint projects are officially deployed.
3. List ProDVX on your website as partner.

In parallel with step 3, we'll jointly start [medium ambassadorship](#) by jointly announcing our partnership by highlighting a joint project(s). ProDVX will also list you as a Gold Member at [provx.com](#).



Tier **Platinum**

Now that our partnership has successfully taken off with a Gold membership, the journey continues to become a Platinum member.

As a Gold member, you'll gain access to more benefits, that are designed to successfully create more awareness together for our solution(s), as part of an [active ambassadorship](#).

The next step in our journey is to deploy even more solutions (optionally using ProDEPLOY or actively updating to secure firmwares, as part of an [advanced integration](#)). In parallel, execute one Platinum marketing activity.

After that, we'll officially welcome you as a new ProClub Platinum member!

Benefits

Silver

Gold

Platinum

Exclusive insights

Access to the ProClub portal

Stay up-to-date with exclusive partner news & alerts.

Priority technical support

Enjoy a dedicated account manager & accessible technical support.

Product roadmap

Be the first to gain insights into our product roadmap.

Round table discussions

Let's strengthen our collaboration and innovate together. We'll discuss trends, how to overcome challenges, close assortment gaps, and brainstorm about tools that will help to grow our partnership.

Financial benefits

Demo devices

Loan or purchase with a 30% discount. To test, POC, or show at event.

Deal registration

For project protection.

Lead sharing

Grow your business.

Sharing knowledge

API & ProMGR Access

Enjoy simplified software development and device management.

Out-of-the-box configuration with ProDEPLOY

Your application pre-installed on ProDVX hardware.

Access to firmware updates & release notes

Stay up-to-date with all updates and improvements to our firmwares.

Technical content library

Enjoy access to our portal that includes all technical product info.

Certify new products

Be the first to certify launch samples to give yourself a headstart.

Marketing resources

Marketing content library

Enjoy access to our portal that includes all marketing assets.

Basic silver marketing promotion support*

Promotion of a joint project, joint guest blog(s), and your application listed on prodvx.com (including level of integration).

Tier membership announcement*

Announcement of promotion on LinkedIn & newsletter by promoting a(others) joint project. Listed as partner on prodvx.com/partners.

Advanced marketing support*

Support for content creation for case-studies, co-branded communication on LinkedIn & email, and your app on devices at events.

Support for a platinum marketing activity*

Support for content creation, (paid) media campaigns, whitepapers, webinars, joint events, and full support on all gold marketing support.

ISE booth visibility

Your application running on ProDVX hardware during a specific timeslot.

Market Development Fund (MDF)

Financial support for marketing activities that develop the market and promote our joint solution.

**Find more information about this type of promotion support on this page*



4. Our support



Our support

Easily achieve technically advanced integrations

ProDVX API

Easily create a single application that functions seamlessly across all our devices with the ProDVX API.

No need to program for different Android versions: the API works for variety of Android versions.

The API is free to use for ProClub members. With the API, members are able to achieve a [medium technical integration](#), which is a requirement for Gold members.

ProMGR

Simplify [remote device management](#) with ProMGR and minimise downtime.

Manage your applications, settings, lock devices into kiosk mode and troubleshoot, all from one single dashboard.

ProMGR is free to use for ProClub members.

ProDEPLOY

ProClub partners gain exclusive access to our new tool, ProDEPLOY. With this tool, we ensure that out-of-the-box devices come [pre-installed with your application](#).

ProDEPLOY is designed to simplify setup and enable accurate configurations of settings & applications, using a single provisioning code. It also supports ongoing management. ProDEPLOY is free to use for ProClub members, and required as part of an [advanced integration](#) by platinum members.

ProSECURE

Experience ProDVX's industry-leading efforts on superior device security with [ProSECURE](#). Part of these efforts is an Android security & support service, extending Android security support with three years, beyond Google's official support window.

ProSECURE's security patches are part of firmware updates, and free to use for ProClub members. These firmware updates are (optionally) required as part of an [advanced integration](#) by platinum members.

4. Our support

Marketing support

Start ambassadorship with real impact



Silver member **Basic support**

1 Communication of joint projects

Channel: LinkedIn & e-mail
Content: visual (photo or video, to be delivered by partner) of a project and textual description. Including a customer name increases relevancy, but is not required. Optionally, this is an innovative use-case instead of a real project.

Messaging: the value proposition of the joint solution, considering the audience (DMU) and the extra value they get from our partnership (1+1=3).

2 Application-name listed on certified app overview

Name of the certified application on prodvx.com.

3 Guest blogging

We jointly promote a guest blog on each other's website. Messaging is about our synergy, and ProDVX will focus on security for customers.



Gold member **Tier announcement**

1 Communication of joint projects, plus Gold membership announcement

Includes basic support for joint projects, plus:

- Announcement of Gold membership with a joint project
- Announcement included in the ProDVX newsletter

2 Listed on prodvx.com

Listed on the official partner overview with your logo, full name, value proposition, and contact details of the partner.



Platinum member **Tier announcement**

1 Communication of joint projects, plus Platinum membership announcement

Includes advanced support for joint projects, plus:

- Announcement of Platinum membership with a joint project
- Announcement included in a blog

2 Support on your platinum marketing activity

Additionally, ProDVX offers support for joint Platinum marketing activities, which are required once a year for Platinum members.

More information on platinum marketing activities can be found on the next page.



Advanced marketing support from ProDVX

- Cases (textual & visual)
- Guest blogs (linkbuilding)
- Your app in our database to optionally showcase on our devices at events



4. Our support

Marketing support

Advanced support for platinum members



Platinum member **Platinum marketing activity**

Advanced ambassadorship is an important requirement for Platinum members. It includes performing at least one platinum marketing activity per year, initiated by a partner and supported by ProDVX. Examples of such activities are:

- Custom content creation for a case-study or guest blog
- Joint (paid) media campaigns, encompassing a variety of channels
- Joint events (ProDVX device, logo and promotional materials about our synergy, displayed at your booth)
- Joint webinars & whitepapers
- Our devices at your ISE booth (and your application on our ISE booth)

Support by ProDVX can be with a Market Development Fund and/or organically and based on advanced marketing support, as described on the previous page.



PRO **CLUB**

Demo devices



Start working with ProDVX devices and device management tools today

Request a demo device on loan or purchase with a discount

As a member of the ProClub, you enjoy exclusive benefits. Benefits that will help you to innovate. Because we know that in your field of expertise, it's important to stay at the forefront and to keep pioneering. One of these benefits is having access to ProDVX demo devices.

We provide ProDVX products to ProClub members to showcase functionality or contribute to a swift decision-making process, with the desired result of winning the project. Every partner is entitled to [request demo devices](#) for testing purposes for a period of maximum 6 months. The demos are provided based on a Loan Agreement, but it's also possible to purchase them. Platinum members even get the opportunity to certify new products based on our launch samples.

30% Discount on demo products

ProClub members also have the possibility to purchase demo products with a 30% discount on the MRSP.

Uses of demo devices

- Testing & certification by technical department
- Demo-room showcasing
- Displaying the solution to the customer
- Events, to showcase your solution
- POC for a customer
- echnical or commercial training for your customer

Request your demo device via your account manager or visit the ProClub portal.

Device management tools

Request any ProDVX device management tools to work with your demo device via your account manager or visit the ProClub portal.

6. Getting started



ProClub portal

Register today, grow tomorrow

Enjoy all benefits via the ProClub portal

Visit the ProClub portal to enjoy all partner benefits. In the portal you are able to start joint marketing promotions, request a demo device, find technical info in the resource portal or even request a Market Development Fund as a Platinum partner.

Request access for any department

We offer access to all people from departments that collaborate directly with our departments.

Register for the best support. We recommend providing one [marketing](#), one [sales](#), and one [technical](#) contact.

Video: using the ProClub portal

Get a head start by getting to know everything about the ProClub portal and the ProClub's benefits. Check out the video .



Register today



PRO **CLUB**