



# PREMIER

## Partner Program



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### CONTACT

**Mimosa Networks**  
469 El Camino Real, Suite 100  
Santa Clara, CA 95050  
United States

**Phone**  
+ 1 408 628 1277

**Online**  
[partners@mimosa.co](mailto:partners@mimosa.co)  
[www.mimosa.co/partnerprogram](http://www.mimosa.co/partnerprogram)

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## BREAK INTO NEW MARKETS AND INCREASE PROFITS WITH MIMOSA

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Attract new customers and drive growth by taking advantage of the business opportunities created by a new wave of technology innovation. As the global technology leader in fiber-fast wireless broadband, Mimosa is at the forefront of meeting the ever-increasing demand for reliable, high-speed internet. By teaming with Mimosa and becoming an authorized partner, you can differentiate your business, provide value to your customers and realize higher profits, today.

### WHY MIMOSA

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Mimosa Networks is the global leader in fiber-fast wireless broadband, enabling service providers to connect dense urban and hard-to-reach rural homes at a fraction of the cost of fiber-to-the-premises solutions. Our Spectrum Reuse Synchronization (SRS) technology allows unprecedented levels of efficiency, enabling scarce spectrum to be concurrently shared and used across an

entire network, expanding fixed broadband wireless opportunities where millimeter wave solutions struggle in near- and non-line-of-sight areas. Mimosa's products deliver the speeds bandwidth-hungry end users demand in a cost-effective and flexible way. Founded in 2012 by Silicon Valley veterans, Mimosa is deployed nearly every country around the world.

### WHAT IS THE MIMOSA PREMIER PARTNER PROGRAM

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Partners are a key component to our continued success, assisting our customers worldwide with important decisions about designing, testing, deploying and integrating networks. In addition to offering customers timely advice, partners can provide service and support of Mimosa products to end-users in-country.

The **Premier Partner Program** is a global program designed to create value for partners by anticipating your needs, with a goal of helping you grow and excel. The feature-rich program recognizes your accomplishments and has three distinct tiers to ensure you receive the benefits and support you need to scale your business.

### WHY BECOME A PREMIER PARTNER

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By signing up for the **Premier Partner Program**, you can team closely with Mimosa to gain new business ideas, open

up new markets, and take advantage of the incentives and deliverables to bolster your sales and marketing programs.

# PROGRAM TIERS

Program Tiers	Bronze Partner	Silver Partner	Gold Partner	Platinum Partner
<b>Partner Expectations</b>				
Annual Commitment	\$5,000*	\$50,000	\$150,000	\$250,000
Agree to Terms	✓	✓	✓	✓
Complete Free Online Training	✓	✓	✓	✓
Create Marketing Programs	✗	✓	✓	✓
<b>Selling Power</b>				
Deal Registration*	✓	✓	✓	✓
Partner Portal Access	✓	✓	✓	✓
Discounted NFR (some exclusions apply**)	✓	✓	✓	✓
Confidential Webinars	✗	✓	✓	✓
Account Manager Support	✗	✓	✓	✓
Joint Sales Calls	✗	✗	✓	✓
Lunch and Learn with Customers	✗	✗	✗	✓
<b>Brain Power</b>				
Free Online Training	✓	✓	✓	✓
Quarterly Webinars	✗	✓	✓	✓
Quarterly Business Review	✗	✗	<i>By Request</i>	<i>By Request</i>
Annual On-Site Training	✗	✗	✗	<i>By Request</i>
<b>Marketing Power</b>				
Access to Marketing Tools	✓	✓	✓	✓
Premier Partner Badge	✓	✓	✓	✓
Access to Marketing Programs	✓	✓	✓	✓
Company Listed on Mimosa Partner Page	✓	✓	✓	✓
Co-Branded Marketing Support	✗	✓	✓	✓
Lead Disbursement	✗	✗	✗	<i>Selective</i>

\*Partners have 30 days to place first, qualifying order of \$5,000

\*\*Please read Partner Terms and Conditions for all guidelines

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# SIGN UP TODAY

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LEARN MORE

[www.mimosa.co/partnerprogram](http://www.mimosa.co/partnerprogram)



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