

# TELEFIRE

## Telefire Partner Program: Unlock Your Path to Success

### Why Telefire?

At Telefire, we understand the power of strong partnership. Our **Partners Program** is more than just a collaboration; It's an invitation to join a journey towards success in the dynamic fields of Fire Detection, Security monitoring and Building Management System ("BMS"). By becoming a Telefire partner, you align with innovation, reliability, global reach and profitability.

### Easy Steps to Become a Telefire Partner:

#### 1. Value Proposal Exploration:

- Discover our wide range of products including: advanced Fire Detection systems, modular software for Physical Security and a software for BMS
- Identify the appropriate product to match the market segment you target.
- Benefit from innovative top projects technology, suitable for all market segments.
- Build with us the right pricing to your market.

#### 2. Business Plan Collaboration:

- Establish a strategic partnership by collaborating with our experienced team to craft a business plan tailored to penetrate your market and maximize your sales.
- Leverage our insights and market intelligence to gain a clear competitive advantage.
- Build together your Go To Market plan

#### 3. Try our Demo Kit:

- Try our demo kit to experience our products.
- Explore it with your customers to build your team's confidence.

#### 4. Agreement signing

- Solidify our partnership by signing a clear and mutually beneficial agreement, setting the foundation for a successful and enduring collaboration.

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## Becoming a Professional with Telefire:

- At Telefire, we prioritize your success. Drawing from our extensive experience and expertise, we are dedicated to provide you with the best onsite and online training.
- The following Training Modules will build around your needs to become a real champion of our solutions.
- Your success matters to us, and each step is tailored to empower you along the way.

Training Modules	Content Covered
Sales Training	Strategies, techniques and best practices in selling Telefire products
Marketing Training	Effective marketing strategies and tools to promote Telefire solutions
Technical Training Certification	Certify you and your team to install and maintain our solutions
Professional Technical Training	Certify you to provide 1 <sup>st</sup> tier support and local certification

Technical Support	Benefits
Project Support	Dedicated experts team is available throughout the year to assist you with the projects' planing, inatallation advices and maintainance support.
Second-Tier Support	Continuous assistance for complex technical issues, ensuring project success.

## Partner Qualifications:

**We are welcome Fire Detection players, comply with the following qualifications, to join our program and to become our partner:**

1. A minimum of five years' experience in the fire detection field.
2. Demonstrate a proven track record of at least 100 successful fire detection installations.
3. Have at least one team member who is a certified professional engineer with expertise in fire detection systems.
4. Possess the official authorization to conduct business in the relevant country.
5. Iso or similar quality certification.

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## A qualified partner for Security and BMS software should have:

1. Five years of experience in integrating security projects
2. 50 successful installations in security integration projects, involving at least two of the following: access control, Intrusion Prevention Systems (IPS), Closed-Circuit Television (CCTV), and fire detection.
3. An IT department within the company to support and enhance technical capabilities.
4. Official authorization to operate and conduct business in the respective country.
5. Iso or similar quality certification.

These outlined criteria represent the minimum standards to ensure that our partners possess the necessary qualifications for a successful partnership, ultimately delivering high-quality solutions to your end clients.

## Elevating Your Success with Telefire's Global Network

Becoming a Telefire partner, automatically makes you a distinguish member of our esteemed worldwide partners' community.

This community serves as a dynamic platform for exchange of knowledge, sharing best practices and achieving collective success.

Together, we build a future where safety, innovation and success are intricately connected.

Join us now for a better tomorrow!

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