



PARTNER PROGRAM -- Q1 2022

TRUSTED AIRVINE PARTNER (TAP)

Airvine is in the vanguard of the move to intelligent, in-building wireless backhaul to support the data transport needs of the modern enterprise. Gone are the days when it was necessary pull costly and cumbersome cable through ceilings and walls.

Airvine technology is ideal for backhauling Wi-Fi 6/6E, Internet of Things (IOT), augmented reality, and even private 5G (future), all of which need flexible broadband backhaul.

The Airvine solution is quick and easy to deploy, delivers gigabit/sec data rates, effortless moves, adds, and changes, and requires NO RF expertise. It provides the performance of fiber, but with the flexibility of wireless.

TAP partners are authorized to sell, install, and support the full WaveTunnel solution, which has both a hardware and a software component. There is an upfront fee for the hardware and the software is sold using a monthly subscription model (SaaS).

The product is a great fit across a wide variety of industry verticals and there is nothing remotely competitive on the market. **Airvine is fully committed to the success of our partners.**

TAP PROGRAM PROVIDES:

- Deal registration
- Learning management system
- Sales training
- Discounts on demo equipment
- Comprehensive collateral
- Competitive Information
- Joint marketing and sales programs
- Market development funds (MDF)
- Monthly Partner Webinars
- Sales tools
- Online resource center



PARTNER QUALIFICATIONS:

- Wired or wireless practice
- Wi-Fi industry experience
- Or structured wiring experience
- Established regional or national service footprint
- Strong relationships with mid to large sized enterprise accounts
- A desire to be in the vanguard of a major industry transition



This is a great addition to any partner working in the Wi-Fi or structured wiring space. The era of sending in contractors to pull wire through ceiling and walls is over! It's time to get onboard the WaveTunnel train.

ABOUT AIRVINE

Airvine is a fast-growing Silicon Valley innovator of intelligent broadband wireless backhaul solutions for the enterprise. The company has developed the industry's first in-building 60 GHz wireless system that exceeds the speed and rivals the reliability of existing structured wiring solutions at a fraction of the deployment time and cost. Patented RF innovations extend the range and gain of wireless signals, penetrating walls and steering around obstacles that impede transmission. Something never before possible within the 60 GHz band.