



RESELLERS

WELCOME PACKAGE



Thank You for Signing Up

Welcome

Thank you for becoming a part of the Actsoft Reseller Program!

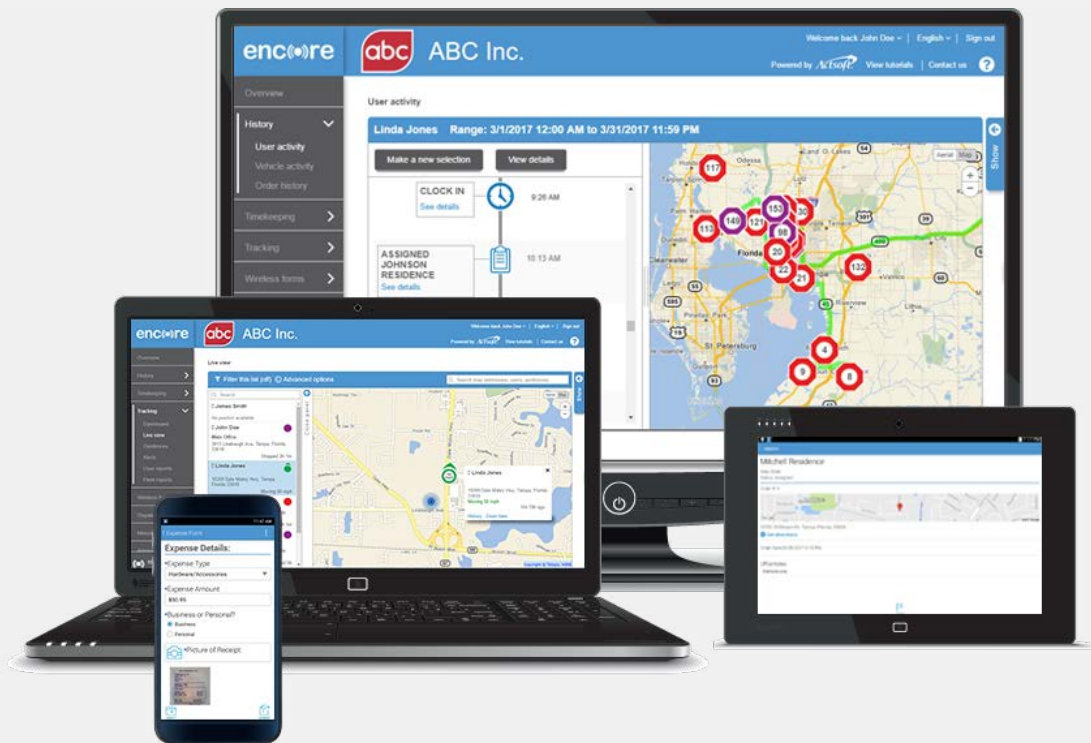
I would like to formally welcome you to this program for our Encore solution. For over 20 years, Actsoft has provided mobile resource management solutions to business customers around the globe. These solutions help provide insight into their operations and allow them to digitize paper-based processes that transform their companies. Now, you can help others do the same.

Actsoft has a strong commitment to your success as a reseller because, when you succeed, we succeed. As a reseller, you'll have the ability to offer and sell our solution, plus you'll have access to training and ongoing support for both yourself and your customers. This all helps to ensure longevity with the program, a lifetime value, and revenue.

Once again, welcome to the program and to the Actsoft family of partners.

Tom Mitchell, CEO

What Encore Can Provide to Your Customer



Comprehensive Mobile Operations Management Platform

The only solution enabling companies to digitize paper based processes, track and manage their entire mobile operation within a single app.

Workforce Management

- Mobile Forms
- Work order management
- Time and attendance
- Smart device GPS tracking
- Secure text messaging

Vehicle Tracking

- Plug-and-play AVL tracking devices
- Driver behavior and scorecards
- Idle time monitoring and reporting
- ELD and diagnostics

Asset Tracking

- Short-and long-term deployment options
- Dynamic movement-based tracking
- Breadcrumb trails, movement alerts, and geofence status reporting

What Offering Encore Can Provide to You

By offering Actsoft to your customers they can

- Build a base of customers and recurring revenue stream.
 - Drive higher revenue and commission.
 - Drive more revenue per customer.
- Have better business conversations with customers about their operations.
- Put customers' smart devices and data plans to work.
- Increase business within your customer base.
- Reduce churn and drive longer (e.g. lifetime) value.

Recurring Revenue Model – Why be an Actsoft Reseller Value Prop

- Increase revenue each month.
- Revenue will incrementally increase as your customer grows.
- Build a business that keeps working for you.
- Reduce churn and drive longer lifetime value.



Model based on minimum sales of 500 licenses per year

What's Next

Reseller Onboarding Process



Link to reseller site

<http://www.actsoft.com/resellerskit/>

Here, you can expect to find additional information that includes:

Support Resources

- CX Welcome Kit
- Support Triage Document
- Recommended Client Onboarding Process
- Device Installation Guides

Marketing Resources

- Encore Case Studies
- Product Slicks
- Product Sales Deck
- Email Blast Templates
- Training Resource

Contacts

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Thank You