



PARTNER  
PROGRAM

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WHAT'S AIPIX? SCALABLE TELCO-CENTRIC SOLUTIONS FOR VIDEO SURVEILLANCE AND SECURITY

## AIPIX IS A MULTISERVICE PLATFORM DESIGNED FOR TELECOM OPERATORS AND INTERNET PROVIDERS

It enables the easy and rapid launch, monetization, and scaling of value-added services (VAS) based on cloud video surveillance (*including video monitoring, smart intercoms, and video analytics*) and public Wi-Fi.



## ABOUT AIPIX

Aipix is perfectly suited for delivering VAS across B2B, B2C, and B2G segments, empowering telcos worldwide to build an innovative ecosystem of digital services around their core business.

1.3 m+

Number of managed devices

30 m+

Users

5

Continents

3.32<sup>TB/s</sup>

Bitrate all installations



## AIPIX SOLUTIONS

AIPIX is a revolutionary all-in-one platform for launching cloud-based value-added services (VAS):





## UNIQUE ADVANTAGES THAT MAKE TELECOMS CHOOSE US



### FAST LAUNCH

In just 7 days, our unique technology enables seamless VAS deployment



### UPDATES

Continuous improvements and automatic updates (at least 4 releases per year)



### MULTITENANCY

Ensures complete control and security for every subscriber



### VENDOR-AGNOSTIC SOLUTION

Compatible with 93.8% of the equipment on the market



### SUPPORT

Expert assistance at every stage, including marketing support



### OPEN API

For seamless integration and customization



HOW AIPIX STANDS OUT FROM OTHER MARKET SOLUTIONS

Features	Aipix	Other VMS
Development Purpose	Telecom-centric solution	Universal solutions
Hybrid System: Cloud & On-Premise Solutions	Yes	No
Auto-Provisioning for rapid mass service activation	Yes	No
Seamless API-based integration with third-party systems	Yes	No
Unlimited Scalability for serving diverse subscriber types	Yes	No




AIPIX PARTNERSHIP OPPORTUNITIES


HOW TO BOOST  
YOUR PROFITS?




## AIPIX PARTNER OPPORTUNITIES FOR PROFIT GROWTH

## B2C Video Surveillance Services Segment


 **Equipment Supply** by selling cameras, intercoms, sensors, cables, and other devices for cloud surveillance

 **Technical Support**, ensuring seamless equipment and network operation with diagnostics and troubleshooting

 **Equipment Installation and Configuration Setup** for user convenience

 **Cloud Storage Equipment and Solution Supply** for organizing data centers and video archive storage

 **Customer Acquisition** by joining affiliate programs to grow telecom and ISP subscriber bases


 **IoT Integration**, allowing control of security systems via smart devices or voice assistants



## AIPIX PARTNER OPPORTUNITIES FOR PROFIT GROWTH

## B2B Video Surveillance Services Segment


 **Equipment Supply** by selling cameras, intercoms, sensors, cables, and other devices for cloud surveillance


 **LAN Setup and Optimization**, including network upgrades, installation, and security


 **Custom Solutions Development** by creating custom surveillance systems with IT integration

 **Cloud Service Integration Support** by setting up cloud access, including configuration and staff training

 **Equipment Installation and Configuration Setup** for user convenience

 **Monetizing Video Analytics** with paid features like facial recognition, visitor counting, and activity analysis

 **Technical Support**, ensuring seamless equipment and network operation with diagnostics and repairs

 **Customer Acquisition** by joining affiliate programs to expand the B2B user base for telecom operators and ISPs



AIPIX PARTNERSHIP OPPORTUNITIES

WHO CAN BENEFIT  
FROM THEM?



PARTNERSHIP OPPORTUNITIES

Target Audience	Partnership Role	Benefits of Partnership
System Integrators, Resellers (VAR), Distributors (VAD)	Earn revenue by selling Aipix solutions to customers and monetizing integration, installation, launch, and support services	Four levels of privileges within the Partner Program *
Agent Opportunities	Earn reward by recommending Aipix solutions, bringing in clients and profiting from completed projects	One-time reward for direct sales to end customers (% of contract value)

\* Privileges are granted for 12 months from the date of signing the partnership agreement



## PARTNER PROGRAM: FOUR LEVELS OF PRIVILEGES

### BRONZE



#### Criteria:

License sales up to  
\$9,999

#### Benefits:

- ✓ Partner bonus: 5%
- ✓ Marketing and sales support
- ✓ Training

### SILVER



#### Criteria:

License sales from  
\$10,000 to \$29,999

#### Benefits:

- ✓ Partner bonus: 8%
- ✓ Marketing and sales support
- ✓ Training

### GOLD



#### Criteria:

License sales from  
\$30,000 to \$49,999

#### Benefits:

- ✓ Partner bonus: 10%
- ✓ Extended marketing and sales support
- ✓ Training

### PLATINUM



#### Criteria:

License sales over  
\$50,000

#### Benefits:

- ✓ Custom bonus terms \*\*
- ✓ Comprehensive marketing and sales
- ✓ Tailored product training

*\*\* contact your manager for a personalized offer*



PARTNER PROGRAM: FOUR LEVELS OF PRIVILEGES

- 01 Webinars, presentations, video lessons
- 02 Assistance at all stages: presentations, training, sales scripts, technical demos
- 03 Logo and description featured on website and presentations
- 04 Basic marketing materials provided
- 05 PR activity support and partnership press releases
- 06 Co-hosted webinars, ad campaigns, video creation
- 07 Sponsorship and co-organization of events, exhibitions, and conferences
- 08 Access to experts for consultations
- 09 Individual sales team training

BRONZE	SILVER	GOLD	PLATINUM
✓	✓	✓	✓
✓	✓	✓	✓
✓	✓	✓	✓
✓	✓	✓	✓
✗	✓	✓	✓
✗	✗	✓	✓
✗	✗	✗	✓
✗	✗	✗	✓
✗	✗	✗	✓








AIPIX PARTNERSHIP OPPORTUNITIES

HOW TO START  
EARNING GLOBALLY?



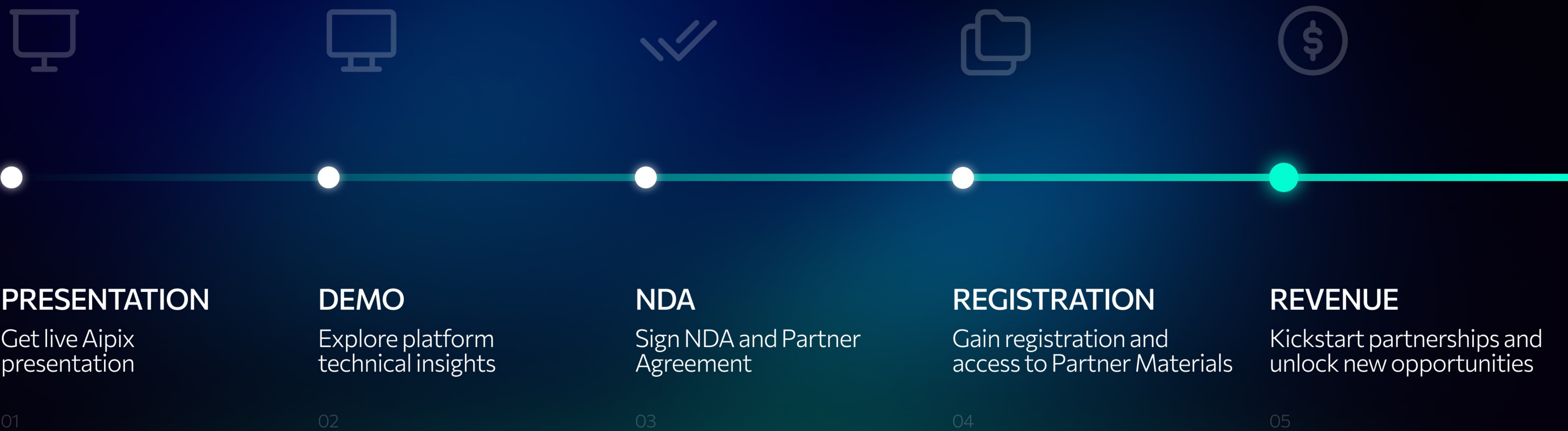
## A RELIABLE PARTNER FOR GLOBAL GROWTH AND SUCCESS

-  NEW REVENUE STREAMS
-  TAILORED SOLUTIONS FOR YOUR BUSINESS AND CLIENTS
-  EXPANDED PRODUCT PORTFOLIO
-  TURNKEY PRODUCT OFFERINGS FOR YOUR CLIENTS
-  ENHANCED CUSTOMER TRUST
-  SUPPORT AT EVERY STAGE





HOW TO BECOME A PARTNER: 5 STEPS





## ENSURE RELIABLE COLLABORATION

Aipix delivers innovative video surveillance solutions, combining flexibility, reliability, and expertise. We support our partners at every step, ensuring high quality and rapid growth.

**JOIN THE TECHNOLOGICAL FUTURE  
AND MOVE TOWARD SUCCESS WITH AIPIX!**





# THANK YOU FOR YOUR INTEREST IN PARTNERING WITH AIPIX

Contact us to discuss the details!

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