



InFocus Mondopad Reseller Program

InFocus

Bright Ideas Made Brilliant

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InFocus Mondopad Reseller Program

BIGGER is better. Especially when it comes to creative new products, new markets and new opportunities for MONDO revenue and profits.

InFocus has always set the standard for surprisingly forward thinking products that let people visually connect and collaborate. With the introduction of our new Mondopad – the giant tablet for presentations, annotation and collaboration -- we're setting new standards for collaboration with our sales partners.

Our number one goal is to make sure that working together builds both of our businesses.

The Mondopad reseller program is designed to deliver terrific results and we're committed to supporting you and your team every step of the way. We're limiting the number of resellers covering geographic and vertical markets to create a mutually profitable business opportunity for our partners and InFocus.

Go BIG with MONDO Revenue and Profits

Mondopad pricing can deliver gross margin of 25% based on MSRP on these products and services:

- Mondopad
- Mondopad accessories, including floor stands, mobile carts, tilt wall mounts and more
- Mondopad extended 2 & 3 year warranties
- Vidtel video conference services
- Don't forget additional revenue from installation, set-up fees and training

Ingram Micro is the exclusive Mondopad distributor in North America. The InFocus part number is INF5520-KIT. Ask for it by name at Ingram - Ingram part number: KH3029.

Go even BIGGER with Recurring Revenue Streams

Remote monitoring and management technology is built-in.

Mondopad is designed for Remote Monitoring and Management (RMM) enabling additional recurring revenue. Embedded Intel vPro technologies and compatibility with industry leading remote monitoring and management software including Kaseya, N-Able, Level Platforms provide immediate access for controlling, analyzing and administering the Mondopad as a hooked IT asset

Vidtel services are purchased in annual contracts, and provide the opportunity for recurring revenue from installed Mondopads. Vidtel provides business quality, any-to-any cloud videoconferencing services, enabling point-to-point and multi-party video conference calls. Vidtel enables multiple videoconferencing technologies within the same call, including SIP, H.323, Skype and Google. With Vidtel, customers do not need any additional videoconferencing equipment.

Like Mondopad, Vidtel service is available through Ingram Micro.

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Demo Units - See Me. Touch Me. Buy Me.

Put a Mondopad in front of your customers and good things happen.

What we'll do.

- *We make it easy for you to get demo units.*
- *Mondopad demo units are only \$3675 and that includes one year of Vidtel cloud video conferencing service. That's a savings of \$831 compared to regular reseller acquisition pricing through Ingram Micro.*
- *Meet the MiniMondopad. BIGGER is better, except when it comes to carrying things around. The MiniMondopad is a 22-inch Mondopad designed specifically for on-site customer demonstrations. This powerful demo tool is only \$1500. 22-inch MiniMondopads are for demos only and not for resale.*

What you'll do.

- Buy a deep discounted Mondopad demo unit.
- One Mondopad demo unit per reseller location.
- Demo units must be on display for six months following receipt.

Terrific Tools, Training & Techniques

What we'll do.

- *We'll make it easy for you to get your share of this emerging market by making *online technical and consultative sales training available when you need it.**
- *We'll make compelling hard-working marketing materials easy to access and customize with your logo and contact info. Your marketing toolkit will include: HTML emails, datasheets, technical documents, Mondopad images and copy, demonstration presentations and scripts, how-to videos and more.*
- *We'll add your business to the Mondopad reseller locator on InFocus.com to make it easy for end-user prospects to find you.*
- *We'll send you leads.* InFocus demand generation activities are designed to generate leads that convert into sales. Mondopad leads are distributed to our reseller partners based on geography and vertical market coverage.
- *We'll support you.* InFocus offers you and your customers expert web, phone and video technical support for Mondopad and Vidtel services. We offer rapid replacements of key Mondopad components including the PC, camera and soundbar.

What you'll do.

- Have your sales and technical teams take the training and pass the certification tests.
- Use the marketing tools to reach your end-user prospects.
- Follow up on leads. Close the sale. Line your pockets.



MondoEvents – Share Something Really BIG! with Your Customers

MondoEvents are a great opportunity to show your customers an advancement so BIG it will make them wonder how they ever got by without a Mondopad and without YOU. The InFocus sales and marketing and team will work with you to set up a demonstration and tech briefing for your customers at your location. All you have to do is buy a Mondopad demo unit, host the event (the food and drinks are on us) and get a minimum of 10 customers in the door.

What we'll do.

- We'll do most of the work.
- We'll provide invitations.
- We'll invite leads in in your area in our database.
- We'll cover the cost of food and beverages (up to \$500.00).
- We'll provide Mondopad product and technical expertise to support the event.

What you'll do.

- Schedule and host one MondoEvent per quarter.
- Get a minimum of 10 end-user prospects in the door for each MondoEvent.
- Follow up on leads. Close the sale. Line your pockets.

Incentives make a BIG DEAL even BIGGER!

MondoPromotions

Just to keep things interesting look for rich incentive programs for you and your sales team. Right now we're offering:

For each reseller organization that sells 10 Mondopads by December 31, 2011 we'll give the reseller champion \$1,000 gift card and enter him/her into a drawing to win \$25,000. That's BIG!

Between now and September 30, 2011 we're offering a \$400 sales rep spif on every Mondopad and \$200 per Mondopad sold October 1 – December 31, 2011.

Interested? Get Authorized.

Mondopad Reseller Authorization Checklist:

- Fill out and submit the InFocus Mondopad Reseller Authorization Form
- Agree to purchase one Mondopad demo unit
- Make sure you can purchase through Ingram Micro
- Agree to have your sales and technical teams take the online training and pass the certification tests.
- Agree to host a least one MondoEvent per quarter
- Register as an authorized reseller with Ingram Micro. Ingram Micro is the exclusive distributor for Mondopad in North America.

