



Roadmap

Partner | Welcome Guide

WELCOME

Dear Texium partner,

We would like to take this opportunity to welcome you to our Partner Program.

Texium has partnered with Technology Source to bring you a unique opportunity. Technology Source is the **Sourcing as a Service company** with over 150 service providers. Both organizations bring over two decades of experience serving clients across the U.S. and around the world.

Our Partner Program is unique to the industry. We have paired a global product set, including IT Services, Telecom Services and Mobility services with the highly skilled technology Advisors at Texium. In addition, we provide our Partners access to a tenured and successful Texium team member that can help create a roadmap to success.

As our partner, you will play a critical role in our mutual success. Your unique background and skill set provides clients with a critical resource in an environment where there is never enough budget or headcount available to support their IT Department.

With our unique approach, your clients will enjoy an unapparelled experience. With your help, Texium will guide your clients through the process of identifying project requirements, designing a custom-tailored solution, assisting with vendor selection, price negotiation and solution implementation. Our service does not stop after the sale. Texium also provides implementation escalation support and post sale support.

Building your business will not be easy, it will take dedication, discipline and hard work. We are confident, that together, we will be successful.

Let's get started!

Sincerely,

Michael Scharf

President
Texium

Michael Martin

Executive Vice President
Texium



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Agreement

Execute your agreement with Docusign sent to your email.

Please check your junk folder if the Docusign was not received.

Technology Source and Texium believe a successful relationship starts with a commitment.

Having an agreement in writing protects all parties from misunderstandings.

An executed copy of the agreement will be provided via email or you can contact rob.o@technologysource.com



Partner Development Manager (PDM)

Orientation

A Technology Source PDM will contact you to schedule time with our new partners, following the execution of your agreement.

Items covered

- Available partner portal resources
- Upcoming provider events
- Provider training calendar
- Mailchimp and other marketing support
- Provider escalation assistance
- Provider selection assistance
- Renewal assistance



Su Beler
Partner Development Mgr
San Jose, CA



Technology Source Portal

Within the Technology Source Portal located within the Technology Source website, you'll have access to most of our available providers, their sales teams, websites, literature and training.

Event Calendar

In our Event Calendar, you can also find the schedule of upcoming events, webinars, and live training.

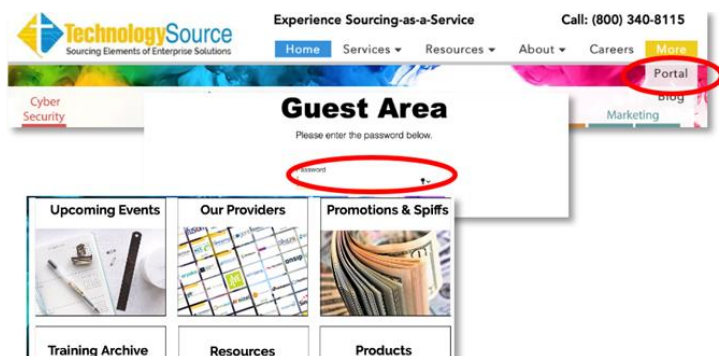
Training Archive

Gain access to years of recorded provider trainings.



Portal Access

1. Go to our website
2. Select "Portal"
3. Enter Password: moremoney



Gain access to upcoming events, provider and product information, training and more.



Marketing Assistance .

E-Mail

With over 300 templates to choose from, your PDM can help you reach your target market with a successful campaign.

Our e-mail templates eliminate trial and error and deliver results at no additional cost to you.

With our templates you can add links, photos or videos. You will know immediately who has opened your email, forwarded your email and who has clicked on the embedded links!

Social Media

Your PDM can show you how to use social media to share your ideas, while also providing you with links to Technology Source webinars, videos and events to promote your business. #Success!



Events

A great way to educate both prospects and existing clients on new technologies and solutions.

Sponsored by our providers. Our providers can tailor presentations aimed at a particular product or trends in the market that your client would be interested in learning more about.

Venues can include Technology Source's headquarters, restaurants or entertainment venue.

TechLab

TechLab is an all day seminar where you get the opportunity to speak directly with industry leaders about timely topics.

Learn from in-depth discussions about products and services offered by our featured providers.

Each TechLab offers certifications for the products and services covered.



Please Join Us!

Telecom Brokers Presents: **TPx Communications & Cyxtera**
"What is your digital transformation (DX) strategy and where are you at on that journey?"

Technology Trend Agenda



Gain financial independence.

Our compensation model provides our partners five tiers of compensation, starting at 60% of all service provider compensation.

Compensation continues to increase as your customer base grows.

With our Pick-a-winner program you can increase your compensation. Increases are based on your annual sales commitment.

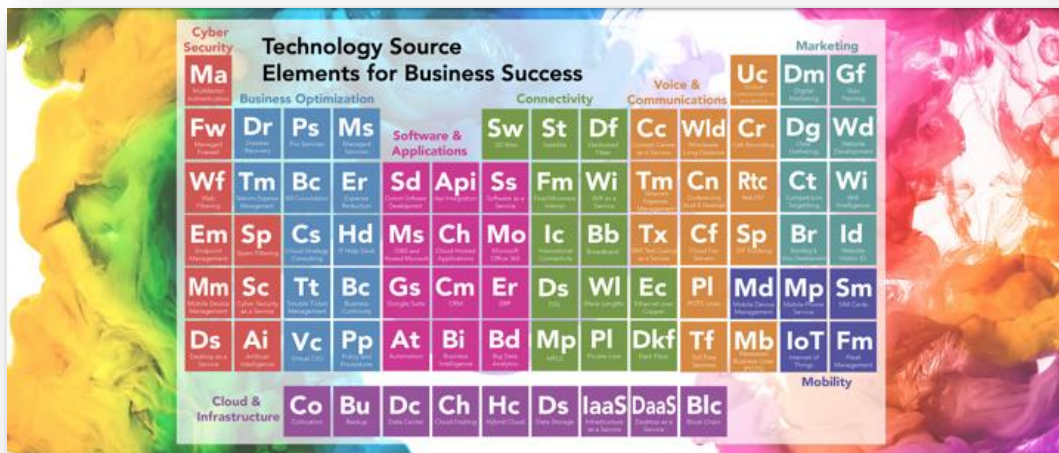
Example:

You sign a new client that bills \$5,000 monthly.

- *Expect provider compensation to average 20% of the billing or \$1000 a month. At our 60% tier, you would earn \$600 monthly.*
- *Receive monthly commission for as long as the customer bills.*
- *You can also earn a Service provider promotional bonus up to \$15,000 for a customer billing \$5,000. In this example, you would earn 60% of that one-time bonus or \$9,000.*



Product Options



| |
|----|
| Ma |
| Fw |
| Wf |
| Em |
| Mm |
| Sc |
| Ds |
| Ai |

Cyber Security

EXPLORE CYBER SECURITY PROVIDERS

- Multifactor Authentication
- Managed Firewall
- Web Filtering
- Endpoint Management
- Spam Filtering
- Mobile Device Management
- Cyber Security as a Service
- Desktop as a Service
- Artificial Intelligence

Business Optimization

EXPLORE BUSINESS OPTIMIZATION PROVIDERS

- Disaster Recovery
- Pro Services
- Managed Services
- Telecom Expense Management
- Bill Consolidation
- Expense Reduction
- Cloud Strategy Consulting
- IT Help Desk
- Trouble Ticket Management
- Business Continuity
- Virtual CIO
- Policy and Procedures

| | | |
|----|----|----|
| Dr | Ps | Ms |
| Tm | Bc | Er |
| Cs | Hd | |
| Tt | Bc | |
| Vc | Pp | |

Software & Applications

EXPLORE SOFTWARE & APPLICATION PROVIDERS

- Custom Software Development
- API Integration
- Software as a Service
- O365 and Hosted Microsoft
- Cloud Hosted Applications
- Microsoft Office 365
- Google Suite
- CRM
- ERP
- Automation
- Business Intelligence
- Big Data Analytics

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|----|-----|----|
| Sd | Api | Ss |
| Ms | Ch | Mo |
| Gs | Cm | Er |
| At | Bi | Bd |

Connectivity

EXPLORE CONNECTIVITY PROVIDERS

- SD Wan
- Satellite
- Dedicated Fiber
- Fixed Microwave Internet
- Wifi as a Service
- International Connectivity
- Broadband
- DSL
- Wave Lengths
- Ethernet over Copper
- MPLS
- Private Line
- Dark Fiber

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|----|----|-----|
| Sw | St | Df |
| Fm | Wi | |
| Ic | Bb | |
| Ds | Wl | Ec |
| Mp | Pl | Dkf |

Voice & Communications

EXPLORE VOICE & COMMUNICATION PROVIDERS

- Unified Communications as a Service
- Contract Center as a Service
- Wholesale Long Distance
- Call Recording
- Telecom Expense Management
- Conferencing (Audi & Desktop)
- Web RTC
- SMS text Cuing as a Service
- Cloud Fax Servers
- SIP Trunking
- POTS Lines
- Toll Free Services
- Measured Business Lines (POTS)

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|-----|
| Uc |
| Cc |
| Wld |
| Cr |
| Tm |
| Cn |
| Rtc |
| Tx |
| Cf |
| Sp |
| Pl |
| Tf |
| Mb |

Marketing

EXPLORE MARKETING PROVIDERS

- Digital Marketing
- Geo Fencing
- Data Gathering
- Website Development
- Competition Targeting
- Wifi Intelligence
- Branding & Story Development
- Website Visitor ID

| | |
|----|----|
| Dm | Gf |
| Dg | Wd |
| Ct | Wi |
| Br | Id |

Mobility

EXPLORE MOBILITY PROVIDERS

- Mobile Device Management
- Mobile Phone Service
- SIM Cards
- Internet of Things
- Fleet Management

| | | |
|-----|----|----|
| Md | Mp | Sm |
| IoT | Fm | |

Cloud & Infrastructure

EXPLORE CLOUD & INFRASTRUCTURE PROVIDERS

- Colocation
- Backup
- Data Center
- Cloud Hosting
- Hybrid Cloud
- Data Storage
- Infrastructure as a Service
- Desktop as a Service
- Block Chain

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|----|----|----|----|----|----|------|------|-----|
| Co | Bu | Dc | Ch | Hc | Ds | IaaS | DaaS | Blc |
|----|----|----|----|----|----|------|------|-----|

Agreement Completed

PDM
Orientation

Training
Resources

Marketing

Events

Partner 360

Compensation

Products

Texium

When to engage

- *When contacting client prospects*
- *When meeting prospects*
- *When designing technology solutions*
- *To discuss best practices and assist with developing a plan to build your business.*

John "JD" Daugherty
Senior Advisor
904-254-5239
jdaugherty@texium.com

Michael Martin
Managing Partner
561-248-7253
mmartin@texium.com

Partner Development Manager

When to engage

- *Systems orientation*
- *Quoting tool assistance*
- *Escalation assistance during implementation or post sale*
- *Assistance with marketing tools*
- *When you need to identify provider Account Managers that can assist with client contract renewals or add-orders.*

Su Beler
San Jose
714-313-4514
su.b@technologysource.com

Vice President

When to engage

- *Escalation assistance*
- *Senior Advisor is not available for a client meeting*
- *When IT product expertise is needed*
- *As an additional resource during client prospect meetings*
- *C-Level meetings / Enterprise client meetings*

Sonya Meline
San Jose
619-379-1088
Sonya.m@technologysource.com

Executive Vice President

When to engage

- Escalation assistance
- VP / Senior Advisor is not available for a client meeting
- When Telecom product expertise is needed
- As an additional resource during client prospect meetings
- C-Level meetings / Enterprise client meetings
- Contract modifications / questions

Robert Olson
Scottsdale, AZ
602-284-2007
Rob.o@technologysource.com

President

When to engage

- Escalation assistance
- Contract modifications / questions

Dom Antonini
Orange County
702-928-0496
Dom.a@technologysource.com

Additional Contact Information:

Order submission: Orders@technologysource.com

Commission Issues: Commissions@technologysource.com

ARIZONA
Scottsdale
By Appointment

FLORIDA
Jacksonville
By Appointment

NEVADA
Reno
By Appointment

CALIFORNIA
Orange County
714-556-8006
1551 N. Tustin Ave.
Suite #125
Santa Ana, CA 92705

Sacramento
By Appointment

San Diego
760-729-5305
440 Stevens Ave,
Suite #200
Solana
Beach, CA 92075

San Jose
6203 San Ignacio Ave,
Suite 110,
San Jose, CA 95119

TENNESSEE
Nashville
615-905-0090
3343 Aspen Grove Dr,
Suite 220
Franklin, TN 37067

TEXAS
Dallas
Coming Soon

LONDON, UK
CALL US
UK: 44-2036-087459