

# Notable Solutions, Inc.

## Authorized Reseller Program

### Expand your reach and grow your business.

Notable Solutions, Inc. (NSi) is a leading provider of Distributed Content Capture Workflow and Business Automation solutions. NSi's flagship product, AutoStore, enables users to capture paper and electronic documents from a variety of sources, process them into usable information using one of AutoStore's many advanced process components (such as OCR, Barcode recognition or Forms Recognition), index and route the information directly into the business application or database, for fast and easy retrieval and distribution - All with just a single click.

NSi's workflow products are adopted by such companies as Canon, HP, Ricoh, Xerox, Kyocera, Sharp, Kodak, Fujitsu and others, and used by numerous industries including legal, healthcare, and financial services. NSi's customers include Price Waterhouse Coopers, The World Bank, UN, UNESCO, Daimler Chrysler, FedEx, Centex, Siemens, ABN AMRO and many others.

Easy to implement and easy to use, NSi products and solutions will automate, simplify and streamline office documentation and workflow to reduce costs and increase efficiency. NSi provides a broad range of scanning solutions, Based on its award winning AUTO-STORE platform, for the desktop, distributed and departmental document imaging markets, including:



An entry level solution that features a select group of AutoStore's document processing capabilities.



NSi's flagship product that captures both paper and electronic documents from virtually any source and in any format. Advanced modules make this the ultimate content capture software.



Summarizes processing and routing instructions onto one printed or electronic ticket.



Automates data capture and forms processing solution.



Integrates desktop and production scanners into document management workflows.

### Program Guidelines

#### *NSi Channel Strategy*

It is our goal to establish relationships with those business partners worldwide who are willing to commit the required resources to succeed in this market. An NSi business partner, depending on its level of expertise and capabilities, will be responsible for sales, implementation, configuration and possibly customization of NSi products and solutions.

The business partner will be able to add value to the sale of NSi products and solutions through hardware and software implementation, configuration, customization and other such services. NSi will concentrate on providing the business partner with the necessary tools, including sales collateral, sales training, product training and co-marketing development. It is possible that our business partners will work in conjunction with other partners to offer a complete solution to the end-user client. NSi encourages cooperation amongst our business partners.

NSi has organized its sales force to develop and assist the business partner channel. Each domestic and international territory has an

outside sales representative to assist in business partner development; sales training, joint sales calls and co-marketing activities (trade shows). In addition, each territory will have an assigned inside sales representative that will be responsible for business partner recruiting, lead information, sales collateral, and general business partner support.

#### *NSi Channel Program*

The NSi channel program consists of business partners divided into two distinct levels of participation. Each level will require a specific skill-set, qualifications and training. The commitment and resources of the business partner will determine the product discount, co-marketing activities, and training requirements and opportunities. Each level of membership will be entitled to NSi "Not for Resale" (NFR) copies of software that may be used for internal production purposes or external customer presentations. See partnership Levels for a detailed breakdown of the levels of participation.

# Partnership Levels

## Gold Partner

### Gold Partner requirements:

- Strong knowledge of collaborative software platforms such as Microsoft Exchange, SharePoint Portal Server or Lotus Notes/Domino technologies.
- Well educated on imaging and document capture technologies. *Certification in these technologies is preferred.*

The Gold Partner will receive two (2) NFR licenses to the following:

- AutoStore and all add-on modules (*excluding external subsystems such as OpenForms & OpenForms 360*).
- QuickCapture Pro

Additional licenses as well as any hardware related products for internal use can be purchased at the applicable discount.

### Eligible Products:

Gold partners may sell

- AUTOSTORE Express, AUTOSTORE and QuickCapture product lines.
- Gold Partners may also engage NSi Professional Services in order to offer either SMARTICKETS or OpenForms. Gold Partner MUST utilize NSi Professional Services for architecting, pricing, configuring and deploying said solutions.

There are no annual sales quotas associated for this level.

*The product discount is subject to review by NSi on an annual basis.*

## Platinum Partner

### Platinum Partner requirements:

- Demonstrated experience with a collaborative platform such as Microsoft Exchange as well as Lotus Notes/Domino.
- A solid understanding of document management solutions.
- Able to implement and configure NSi products either on-site or remotely using various remote control tools in the market.

In addition, Platinum Partners must maintain one (1) technical resource fully trained and capable of supporting NSi products at all times.

### Eligible Products:

Platinum partners may sell the entire AUTOSTORE catalog of products and are eligible to receive sales leads and up to six (6) NFR licenses of the following software:

- AutoStore and all add-on modules (*excluding external subsystems such as SMARTICKETS, OpenForms and OpenForms 360*).
- QuickCapture Pro

Upon successful completion of NSi certification on the following products Platinum Partner may receive one (1) each NFR license for SMARTICKETS and OpenForms.

An annual sales quota of \$100,000 (\$25,000 per quarter) is required for Platinum Partners.

*The product discount and annual sales quota is subject to review by NSi on an annual basis.*

## Level of Participation Requirements and Responsibilities

*The requirements and responsibilities are subject to change on an annual basis by NSi in its sole discretion.*

Designated Level	Gold Partner	Platinum Partner
Partner Profiles	Implementation VAR	Customization VAR
Sales & Marketing tools	FREE	FREE
Channel Sales Guide	Yes	Yes
Product Sales Guide	Yes	Yes
Training Required	<i>See requirements</i>	<i>See requirements</i>
Product Representation	<i>See requirements</i>	All NSi Products
Marketing:		
Cooperative Advertising / Joint Marketing	No	Yes ( <i>see requirements</i> )
Promotional Material	Yes	Yes
NSi Website Listing	No	Yes
Demand/Lead Generation	No	Yes
Not For Resale for Authorized Products	Up to 2 NFRs	Up to 6 NFRs

# Requirements, Benefits and Support

## Requirements & Benefits

### Product Representations

- Gold partners may sell AUTOSTORE Express, AUTOSTORE and QuickCapture product lines.
- Gold Partners may also engage NSi Professional Services in order to offer either SMARTICKETS or OpenForms.
- Platinum partners may sell the entire AUTOSTORE catalog of products upon completion of required training.

### Partner Discounts

- Gold and Platinum Level Partners will receive 25% discount off MSRP from their Authorized VAD.
- Qualified Platinum Partners will automatically receive an additional instant rebate of 10% off MSRP on all NSi products and 5% on NSi solutions, services and third party products from Authorized VAD.

### Training Requirements

- Gold partners must complete technical web based training within 60 days of signing up with Authorized VAD.
- Platinum partners must complete full AUTOSTORE certification training at NSi Headquarters within 90 days of signing up with Authorized VAD
- ALL PARTNERS must maintain certification annually in order to maintain partnership level.

### Performance Rebate

- Platinum partners may qualify for additional Performance Rebates by meeting certain revenue volumes.
- Should a Platinum partner exceed \$50,000 in a given quarter they would qualify for an additional 1%; \$75,000 would qualify for 2% and anything in excess of \$100,000 would qualify for 3%.

### VAD Selection

VAR's within the NSi VAR Program select a preferred VAD partner through which they intend to purchase product. All program benefits such as Deal Registration, Volume Rebates, Transactional Rebates, Marketing Coop Funding and Sales Promotions can only be obtained through the preferred distributor. The VAR retains the option of changing their preferred distributor every 90 days.

### Deal Registration

To receive registration pricing, the NSi VAR must prove they have a genuine sales opportunity by verifying that the deal has not been previously registered with another VAR, that they have proactively positioned NSi product with a specific end user and that the registration pricing requested is reasonable. NSi will review the request and if approved, the opportunity will be registered and pricing provided through the preferred distributor.

## Support

### Marketing Support

Marketing Collateral, presentations and an interactive CD to support you during the sales process. This will help you answer specific customer questions, position the product competitively, and provide key selling points.

### BDM Support

NSi business development managers are available to work closely with you and answer any questions you may have.

### Forum/Knowledge Base

Online knowledge base and forum provide the latest information on product, updates and add-ons.

### Partner Portal

The Partner Portal delivers a wealth of product, marketing, training and pricing information including white papers and product specifications.

### Demo Products

Demo products are available to use for field demonstration, trade shows or showroom.

### Product Literature

Product literatures and sales aids also available on the website and partner portal for download.

### Personalized Webinars

To promote your business to prospects and customers.

### Pricing Tools

To easily configure accurate estimates for prospects and customers.

### Trade Show Participation

Assistance from NSi team for your exhibit efforts, including product support and sales personnel.

### Partner Newsletter

Receive NSi's partner newsletter with information on industry trends, new products and valuable tips on NSi Products, Services, Programs and special offers.

### Customer Newsletters

Monthly customer newsletter with breaking news and other relevant topics to keep our customers and partners informed.

### Welcome Kit

Start-up kit designed to kick off your sales efforts, including comprehensive reseller information plus sales and marketing tools.

*Get Started Today*

### **Make more deals and maximize profits**

Nsi's workflow automation solutions can help your customers maximize efficiency, reduce paperwork and save money. We're here to help drive your sales forward.

### **Let NSi help you reach your earnings potential**

To become an NSi Authorized Reseller simply fill out the application form and send back to:  
301-624-5308 Or NSI@newwavetech.com

Application can also be filled out by going to [www.newwavetech.com](http://www.newwavetech.com)

To learn more about any of our programs,  
call 1.240.683.8400 or e-mail us at [sales@nsius.com](mailto:sales@nsius.com).

For more information on our products and services, visit  
[www.nsius.com](http://www.nsius.com)



# NSi Gold and Platinum Business Partner Application

Please complete the following application and fax it to 301-624-5308 Or NSI@newwavetech.com .  
A sales representative will contact you to review. Application can also be filled out by going to www.newwavetech.com

## Company Info

Company Name:	<input type="text"/>	Position:	<input type="text"/>	# Offices:	<input type="text"/>
Contact Name:	<input type="text"/>	eMail:	<input type="text"/>	# Employees:	<input type="text"/>
Phone:	<input type="text"/>			# Sales Personnel:	<input type="text"/>
				# Tech Resource Personnel:	<input type="text"/>

## Company Address

Street:	<input type="text"/>	City:	<input type="text"/>
State:	<input type="text"/>	Zip Code:	<input type="text"/>
Phone Number:	<input type="text"/>	Fax:	<input type="text"/>

### 1. Are you currently or have you ever sold Notable Solution's AutoStore Offerings?

- Yes     No

### 2. Approximate Company 2007 Revenue?

- |  |   |
|--|---|
| <input type="checkbox"/> >\$1,000,000              | <input type="checkbox"/> \$3,000,000 - \$5,000,000  |
| <input type="checkbox"/> \$1,000,000 - \$2,000,000 | <input type="checkbox"/> \$5,000,000 - \$10,000,000 |
| <input type="checkbox"/> \$2,000,000 - \$3,000,000 | <input type="checkbox"/> >\$10,000,000              |

### 3. Which of the following categories best describes your business?

- |  |  |
|--|--|
| <input type="checkbox"/> Document Imaging Reseller | <input type="checkbox"/> Office Equipment Dealer |
| <input type="checkbox"/> Outsource Service Bureau  | <input type="checkbox"/> E-Retailer              |

Others:

### 4. What are the main vertical markets on which your company focuses, if any?

- |   |  |                                    |
|---|--|------------------------------------|
| <input type="checkbox"/> Financial Services | <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Education |
| <input type="checkbox"/> Healthcare         | <input type="checkbox"/> Utilities     | <input type="checkbox"/> Legal     |
| <input type="checkbox"/> Insurance          | <input type="checkbox"/> Government    | Others: <input type="text"/>       |

### 5. Which Document Imaging Scanner Manufacturers do you purchase?

- |                                  |                                    |   |
|----------------------------------|------------------------------------|---|
| <input type="checkbox"/> Kodak   | <input type="checkbox"/> Canon     | <input type="checkbox"/> Bowe Bell + Howell |
| <input type="checkbox"/> Fujitsu | <input type="checkbox"/> Panasonic | <input type="checkbox"/> None               |
| <input type="checkbox"/> Ricoh   | <input type="checkbox"/> Visioneer | Others: <input type="text"/>                |

### 6. What Document Imaging Software do you support?

- |                                |                                |                                  |                              |
|--------------------------------|--------------------------------|----------------------------------|------------------------------|
| <input type="checkbox"/> Kofax | <input type="checkbox"/> eCopy | <input type="checkbox"/> Captiva | Others: <input type="text"/> |
|--------------------------------|--------------------------------|----------------------------------|------------------------------|

### 7. Which Copier / MFP Manufacturers do you purchase?

- |   |   |                                |
|---|---|--------------------------------|
| <input type="checkbox"/> Canon          | <input type="checkbox"/> Ricoh (Lanier, Gestetner, Savin) | <input type="checkbox"/> HP    |
| <input type="checkbox"/> Konica-Minolta | <input type="checkbox"/> Toshiba                          | <input type="checkbox"/> Xerox |
| <input type="checkbox"/> Lexmark        | <input type="checkbox"/> Sharp                            | Others: <input type="text"/>   |

### 8. What Document Management Software do you support?

- |                                     |   |
|-------------------------------------|---|
| <input type="checkbox"/> Documentum | <input type="checkbox"/> Lotus Notes/Domino |
| <input type="checkbox"/> SharePoint | <input type="checkbox"/> OnBase             |
| <input type="checkbox"/> IBM-CM     | Others: <input type="text"/>                |