



Webalo Team® is Webalo's profit-centric partner program. It's designed to maximize our partners' ability to sell, support, and generate

income from both Webalo Pro Cloud and Webalo Pro Appliance – the easy, fast, affordable services that deliver enterprise mobility in minutes.

Webalo Team offers sales, marketing and technical support services that reduce partners' own costs while helping them exploit new opportunities in the rapidly developing market for enterprise mobility.

Among Webalo Team's key features are:

- **Co-operative marketing** that offers an array of collateral materials, packaged events, and web-based sales tools
- **Leads** that are channeled to partners from every Webalo Cloud sign-up, providing opportunities to upsell Webalo Pro Cloud or Webalo Pro Appliance
- **Extensive training** for sales and technical personnel – online, onsite, or at Webalo's offices in Los Angeles, California
- **Comprehensive support** through the Webalo Support Program.

Combined with the speed and simplicity of Webalo, which lets your customers configure and deploy mobile enterprise access in minutes, partners are assured of low costs, high margins, and growth that's limited only by the number of mobile employees in your customers' organizations.

Enterprise Mobility Made Easy

Webalo makes enterprise mobility as simple as 1-2-3.

1. **Sign Up** – for a free Webalo account
2. **Sign In** – to learn how it works, configure mobile access, and deploy to mobile users. Then users
3. **Sign On** – securely for bi-directional enterprise-to-mobile interactions on Android, Apple, BlackBerry, and Windows smartphones and tablets.

Partnership for Success

Webalo Team partners deliver enterprise mobility that helps their customers maximize business value and reduce risk while increasing returns for themselves. Here's how:

You get paid for every user. Whether you've got one customer with 100 mobile employees or 100 customers with more than 10,000, you earn a commission on every employee who subscribes to Webalo.

If you provide first-level customer support (which we'll train you for), the commission is **20%**. If Webalo provides that first-level support, you get **10%**.

This is what you'll be offering.

Webalo's Products

- **Webalo Cloud** is free. It's a cloud-based service that lets customers configure and deliver bi-directional, transactional, interactive enterprise content to three users. That's enough for anyone to experience how Webalo works, how quickly enterprise applications and data can be set up for access on smartphones and tablets, and how to be the envy of co-workers who will want Webalo, too.
- **Webalo Pro Cloud** is a paid service that's also cloud-based and accommodates an unlimited number of users, each of whom is charged a yearly subscription fee. That simple, single fee lets Webalo Pro Cloud users configure and connect to as many enterprise resources as they need. **Retail price is \$99 per user per year.**
- **Webalo Pro Appliance** is a virtual appliance that's installed behind a customer's firewall, provides the same unlimited access as Webalo Pro Cloud, and charges a slightly higher per-user subscription fee. **Retail price is \$150 per user per year.**



Fast, Easy and Profitable

We provide the service (and customize it with your brand as an option), customers handle their own configurations, they get enterprise mobility that supports BYOD (and they get it in minutes, not weeks or months), and you get to sell related mobility services

to earn additional revenue. Webalo also provides the marketing to generate free Webalo Cloud customers, and every one of these signups are then funneled to our partners to upsell Webalo Pro Cloud or Webalo Pro appliance.



Join Webalo Team Today!

1. As a partner, you can sign up anytime. Once you create a Webalo account, just fill in the application, and we'll send you a Webalo Team Authorization Number.
2. Next, get your customers' employees to sign up for a Webalo account (it's free) so they can be assigned a Customer Account Number.
3. Then, to be sure you get your commissions, just send:
 - the email address of your customer's primary Webalo-related contact
 - the Customer Account Number(s) of each employee who subscribes to a paid service
 - your Webalo Team Authorization Number.

For more information, visit our web site at www.webalo.com, or follow us on Twitter: [@WebaloInc](https://twitter.com/WebaloInc)

ABOUT WEBALO

Webalo was founded (and is run by) IT industry veterans – people who have successfully changed the way in which businesses use software to improve operations and their bottom lines. In developing Webalo's easy, fast, affordable enterprise mobility technology, they have redefined the way in which companies can give employees productivity-enhancing, individualized mobile access to the enterprise data and tasks they rely on. It's a process that's 100x faster than traditional mobile application development and a fraction of the cost. By making enterprise mobility simple enough for anyone to configure, Webalo reduces the burden on IT, lowers overhead (by eliminating development software,

coding, consultants, and the add-on software and hardware used to manage and distribute mobile apps), extends the value of existing enterprise applications, and leverages the computing power of smartphones and tablets.

Webalo is committed to creating an environment designed to ensure our partners' success. We have implemented a 100% channel sales strategy to eliminate the possibility of channel conflict with Webalo sales personnel. Our goal is to assist our partners in the sales process as they take advantage of this very exciting explosion of the enterprise mobility market.