

mojo Partners



Mojo Force FAQ

Q: How is Mojo different than the competition?

A: None of the WiFi infrastructure vendors in the market are delivering a true purpose built cloud managed platform for enterprises. Mojo Networks offers large enterprises the ability to manage thousands upon millions of WiFi access points because of our cloud scalability, simplicity, feature set and access point performance.

Q: How do I get started?

A: Becoming a Mojo Force Partner is a breeze. Simply fill out the short application form ([hyperlink to website](#)) and a Mojo Account Manager will contact you within 2 business days. After your application is approved, you will receive an email with your credentials to login to the Partner Portal, along with an On-boarding Guide to help you get started. Your rep will also set up a time to review the numerous other benefits you receive once becoming a Mojo partner.

Q: Which Level is right for me?

A: All Mojo Force Partners are automatically enrolled at the Authorized Level once an agreement has been executed, and you can begin to access your resources immediately! You may contact your Channel Account Manager to discuss the commitments necessary to become a Premier Partner.

Q: What else do I have to do to be able to sell as a partner?

A: After you have been contacted by your Mojo Sales Rep, next step is to make sure your teams complete the necessary Sales and Technical Certifications. In addition, you must purchase a Partner Demo Kit. NFR kits are required but made available to all partners at a very low price.

Check out the matrix below for an overview of our Partner levels and Benefits.

Join Mojo Force today at www.mojonetworks.com/partners

	Premier Partner	Authorized Partner
Sales Programs		
Partner Portal Access	X	X
Sales Cycle Assistance	X	X
NFR Kits	X	X
Quoting Tool	X	X
Lead Tracking & Reporting	X	X
Training & Certifications		
Mojo Certified Sales Training	X	X
Mojo Authorized Engineer Certification	X	X
Access to Mojo Support Site	X	X
Marketing & Communications		
Monthly Partner Newsletter	X	X
Partner Webinars	X	X
Webinar Syndication	X	X
Marketing Collateral & Templates	X	X
Requirements		
Total Annual Sales	\$250,000	\$50,000
Mojo Certified Sales Training - 90 Days	X	X
Certified Engineer, Technical Training Completed	2	1
Quarterly Forecasting with Account Manager	X	--
Quarterly Joint GTM Review	X	--
Premier Exclusive Programs		
Partner Advisory Board Consideration	X	--
Premier Listing on Mojo's Website	X	--
Executive Sponsorship	X	--
Co-Sponsored Events & Seminars	X	--
Joint Webinar Opportunities	X	--
Co-branded Materials	X	--