

mojo Partners



Mojo Force Partner Program Overview

Mojo Networks is the next generation in cloud managed WiFi, delivering the only fully integrated platform for your customers' wireless infrastructure. Our partners have the unique opportunity to provide your customers with an enterprise grade WiFi solution that is easy to use, secure and cost effective. Mojo Force partners begin to receive immediate benefits including direct access to Mojo sales teams, a cutting edge partner portal and Mojo driven lead generation campaigns.

About Mojo Force

Our partner program offers two tiers of participation, driven by commitment and sales performance. All Mojo Force partners begin at the Authorized level, and have the opportunity to advance to Premier status at any time.

Mojo Authorized Partners

understand the direction in which the WiFi market is heading, and are eager to help customers modernize their environment without sacrificing security or scalability. Authorized partners are most successful delivering Mojo solutions across a variety of clients including K-12, Enterprise, Higher Education and Retail.

Mojo Premier Partners are expert organizations dedicated to delivering and supporting the best in class cloud managed WiFi solution. Mojo Premier partners must have demonstrated success delivering Mojo at enterprise level engagements, across numerous verticals.

What Makes Mojo Different?

Responsiveness

Our highly responsive Sales Team will respond to your deal registration within 24 hours. In addition, we make it easy to contact your dedicated sales reps via phone, email or through instant chat.

Simplicity

All Mojo Partners will be granted credentials for a state of the art Partner Portal, custom with the Partner in mind. Your personalized Mojo Portal allows you to easily register an opportunity, leverage Mojo lead generation campaigns, view deal tracking status and collaborate with your Mojo rep in real-time.

Margins

You hear it often, but our Partner margins are the best in the business. Mojo stands by our commitment to a 100% channel driven model, and as a Mojo Partner, you'll have access to our discounted price list along with pre-calculated partner margins. Know your exact takeaway, every time!

Join Mojo Force

You're on your way to becoming an official Mojo Force Partner, simply visit us and submit your partner application today

About Mojo Networks

Mojo Networks is redefining the modern WiFi platform.

Imagine the scalability to set up millions of access points with a few clicks, all from your smartphone. Envision an Internet experience that engages users with your business to drive results. Stay secure on the same WiFi cloud powering major brands and the highest levels of government.

And enjoy the cost savings of a cloud-first solution without the pricey markup of proprietary hardware. Welcome to the era of prolific connectivity.

Founded in 2003, Mojo Networks (formerly known as AirTight Networks), serves customers in the Fortune 500, Global 2000 and large carriers around the world.

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	--