

mojo Partners



Mojo Force Partner Program Overview

About Mojo Force

Mojo Force Partners have the unique opportunity to help free your customers from proprietary hardware lock in, while leveraging the cloud to deliver a powerful Cognitive WiFi™ experience. Our partner program offers three levels of participation, Mojo Authorized Reseller, Mojo Premier Reseller, and Mojo Managed Services Provider. Each level of our Partner Program is defined by a partner's initial commitment and annual sales performance.

Mojo Authorized Resellers

are following the dynamic shifts occurring in today's WiFi market, with a focus on cloud management, they are eager to help their customers modernize their environment without sacrificing security or scalability. All approved Mojo Resellers (VARs) are automatically enrolled at the Authorized level.

Mojo Premier Resellers are expert organizations that have demonstrated consistent levels of success with Mojo at enterprise level engagements, across

numerous verticals. Resellers have the opportunity to advance to Premier status once total annual sales commitment has been achieved.

Mojo Managed Service

Providers (MSP) have an established managed services practice, with a dedication to delivering and supporting the best in class cloud managed WiFi solution. All MSP applicants must pass required Mojo Credit Application and meet annual volume commitment.

What Makes Mojo Different?

COGNITIVE WiFi™

Mojo Aware™ uses advanced technology to harnesses the power of cloud, big data analytics, and automation to create a self-driving network. We're creating a smarter network where Admins can quickly and intelligently manage their networks from anywhere, while ensuring all users have the outstanding WiFi experience they expect.

OPEN STANDARDS

Mojo Networks is using Open Standards as a guiding principle for everything we do. With proprietary hardware, customers face a lack of innovation, limited choices and forced vendor lock-in. At Mojo, we have already eliminated the proprietary control and management hardware from the WiFi equation and our mission is to solve the other half of the equation: access points.

WORRY-FREE TECHNOLOGY

Mojo Access Points are among the top performing in the market and we have the performance reports to back it up! To top it all off, Mojo Networks offers our customers an incredible limited lifetime warranty and no RMA process. If one of our APs goes down and is deemed defective by Mojo Support, we ship a new replacement next day, for free!

	MSP Partner	Premier Partner	Authorized Partner
Sales Programs			
Partner Portal Access (Unlimited Users)	X	X	X
Custom Co-Branded Email Campaigns	X	X	X
Quoting Tool	X	X	X
Instant Lead Tracking & Reporting	X	X	X
Training & Certifications			
Mojo Certified Sales Training	X	X	X
Mojo Certified Engineer Training (MGCA)	X	X	X
Access to Mojo Support	X - Tier 3 only	X	X
Marketing & Communications			
Monthly Partner Newsletter	X	X	X
Monthly Product Partner Webinars	X	X	X
Webinar Syndication	X	X	--
Marketing Collateral & Templates	X	X	X
Requirements			
Total Annual Sales/Volume Commitment	500 units	\$250,000	\$50,000
Mojo Certified Sales Training - 90 Days	X	X	X
Mojo Certified Engineer Training -90 Days	1	1	1
NFR Discounted Starter Bundles	X	X	X
Quarterly Forecasting with Account Manager	X	X	--
Credit Application Approval	X	--	--
MSP and Premier Exclusive Programs			
Partner Advisory Board Consideration	X	X	--
Executive Sponsorship	X	X	--
Co-Sponsored Events & Seminars	X	X	--
Joint Webinar Opportunities	X	X	--

Mojo Force FAQs

Q: How is Mojo different than the competition?

A: Our cloud-based system embodies flexibility because it can be deployed in a public or private cloud and the network never goes down if connectivity to the cloud is lost. Simplicity, scalability, extensibility, reliability, performance, security and all the benefits of the cloud. No trade-offs, no compromises.

Q: How do I get started?

A: Becoming a Mojo Force Partner is a breeze. Simply visit [us](#) and fill out the short application form. A Mojo Channel Account Manager will contact you within 2 business days. After your application is approved, you will receive an email confirmation and an On-boarding Guide to help you get started.

Q: Which Partner 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 or Mojo Managed Service Provider (MSP).

About Mojo Networks

At Mojo, we're shaking up the Enterprise WiFi industry. We know that customers are ready for a modern WiFi network that doesn't rely on outdated controllers and proprietary hardware. Our cloud-managed WiFi solution is based on a radical vision for creating networks that reach new heights in performance, security, scalability, and ease-of-use. Founded in 2003 and headquartered in Mountain View, CA, Mojo Networks delivers brilliant WiFi to many of the world's top brands and highest levels of government.

Join Mojo Force today at mojonetworks.com/partners