

Minno Tablet ISV Partner Program Overview

Introduction

The Minno ISV (Independent Software Vendor) Partner Program is intended to give software providers who do not resell Minno tablets and accessories an opportunity to become part of the Minno partner ecosystem and work together to deliver superior solutions to our joint customers. The Minno ISV Partner Program was developed to enable ISVs to identify and pursue opportunities within Minno's targeted verticals. The Minno ISV Partner Program provides technical support, industry knowledge, relationships, and sales/marketing resources for ISVs to grow their business.

Minno ISV Partner Member Requirements

Requirement	
Documented sales	>\$100K USD Annually (Minimum)
Solution/Vertical alignment	Required
Software solution development	Documented
Software compatibility with Minno products	Required
Signed ISV Agreement and Non-disclosure Form	Required
Completed partner profile	Required
Joint customer case study	2 Proposals
Participate in Minno Link Exchange Program	Mandatory
Press release announcing Minno/ISV partnership	Mandatory

Partner Member Benefits

Benefit	
Product training	Included
Technical support	Basic support included
Minno Website Partner Directory	Included
Demo equipment partner discount	20% discount
Partner communications	Included
Co-marketing opportunities and resources	Included
Press release announcing partnerships	Included
Eligibility to participate in Minno's ISV Referral Program	Yes