



Together we make wireless work

“Our partnership with Ventev allows us to reach new markets and enhances our ability to provide robust, complete solutions to our customers.”

- X-TRA Communication



International Channel Partner Program Overview

For over a decade, Ventev Wireless Infrastructure has continued to evolve in the wireless industry—designing innovative products to meet the needs of our customers. Creating and maintaining long-term and beneficial partnerships is as critical as the solutions we offer. Our International Channel Partner Program enables us to make wireless work-together.

Together we can provide total solutions for:

- Education
- Healthcare
- Hospitality
- Small to Large Enterprises
- Manufacturing
- Warehouses
- Transportation / Logistics
- Oil & Gas
- Carriers

Why partner with Ventev?

- Radio-certified products—Cisco CDN and Aruba Ecosystem partners
- Increased margin on customer projects
- Over 10 years experience in the industry
- Easy-to-deploy complete solutions
- Lower total cost of deployment
- Broad product offering that covers every aspect of wireless networks—from towers to indoor antennas
- Growing company backed by the power of TESSCO Technologies (NASDAQ: TESS)
- Improved ROI for your customers



Together we make wireless work

Offer Your Customers a Complete Solution

Ventev offers a complete line of products and solutions to deploy, protect, power, and improve performance of wireless networks. Our extensive portfolio covers every aspect of Wi-Fi products—from antennas, enclosures and cable, to towers, and integrated wireless systems.

Guarantee Compatibility With Main Radio Manufacturers

Many of our products are certified to work with the access points (APs) from major radio manufacturers, including those from Cisco, Aruba, Meru, and more. Your customers can rest assured that no matter what radio they are using, our products will perform.

Higher Margins With Our Brand That Span All Aspects of Wireless

By offering a comprehensive line of products that include our industry leading product line, TerraWave, your customers will have a single destination for all their wireless deployment needs. Your customers will achieve lower total costs of deployment while improving performance and functionality.

Exclusive Benefits

Partnering with Ventev provides you with all the tools for success—access to industry knowledge, product development updates, technical and marketing tools, among many other benefits.

Channel Reseller Partnership

The Channel Reseller Partnership is designed to enable system integrators and value-added resellers (VARs) located outside the United States to take advantage of Ventev's full portfolio and increase their business.

EXPECTATIONS

- Signed agreement
- Two Ventev-certified personnel
- Annual sales performance of \$100K
- Must not represent a competing product line

Channel Distribution Partnership

The Channel Distribution Partnership is designed to enable national or multi-national technology distributors, representing network infrastructure products such as wireless radios, to take advantage of Ventev's full portfolio and increase their business in locations outside the United States.

EXPECTATIONS

- Signed agreement
- Three Ventev-certified personnel
- Annual sales performance of \$200K
- Must not represent a competing product line

Why choose Ventev?



Find Products Fast!

It's easy to find your product with Ventev's unique Online Product Selector OR call for personal, expert assistance.

Visit: www.ventev.com/infra

Search by Radio:

SEARCH BY RADIO
VIEW THE ACCESSORY ECOSYSTEM

WI-FI OSCADA LTE

Select Manufacturer

Select Model

VIEW RADIO ECOSYSTEM

Search by Product:

PRODUCT SELECTOR
IDENTIFY YOUR WIRELESS NEEDS

GET STARTED NOW

Call: 800.851.4965

Ventev's dedicated team is available to offer unparalleled knowledge and support for any wireless application.

- Industry-leading product lines, including **TerraWave®** and **Wireless Solutions®** provide a comprehensive ecosystem of wireless products
- Unrivalled expertise and resources
- Products for every major radio/ AP covering Wi-Fi, DAS, LTE, SCADA and Two-Way
- Easy-to-install solutions
- Pre-configured, fully-integrated solutions
- Large inventory of products
- Professional Training and Educational Materials such as application notes and case studies.
- Customer Support Enjoy exceptional product knowledge, support, and updates through the Ventev and TESSCO team
- Purchase through TESSCO Ventev products are sold through TESSCO Technologies (NASDAQ: TESS), making purchasing risk-free. Use your TESSCO account to:
 - receive access to your pricing
 - view product availability
 - check order and delivery status

