



PoINT Channel Partner Program

Dear Channel Partner:

The PoINT Channel Partner Program is designed to extend our experience in Compliant Data Storage and Archiving to our partners, to support these partners in their efforts to optimize on this growing opportunity and to provide their customers with tested and reliable solutions. Participation in this program will ensure high margins and lead security through Opportunity Registration. Additional benefits include detailed product training, sales and marketing resources and priority technical assistance.

Experience has shown that our success is a direct reflection of that of our Partners. We believe that your participation in this Channel Partner Program will increase your success by allowing us to focus more closely not only on you, but on your opportunities and relationships with your customers.

PoINT Channel Partner Program Benefits:

- Opportunity Registration
- Product Training
- Lead Referrals
- Marketing Resources and Sales Tools
- Priority technical support
- Custom Product Licenses

If you are excited about the growing opportunity in Compliant Data Storage and Archival, PoINT would like to be your partner. Please take some time to review the program benefits on the next page and to complete the attached application. Upon completion, fax it to us at: 631.273.4240. Someone will contact you within one business day.

Best Regards,

Michelle C. Reu
Director of Sales & Marketing
PoINT Software & Systems
c/o Euroson America, Inc.



PoINT Channel Partner Program

Opportunity Registration

Opportunity registration ensures that our Channel Partners receive the highest margin available on their software sales. Effective April 1, 2008, maximum discounts can only be taken on registered opportunities. Please contact your Sales Manager to discuss these margins, and secure pricing on existing opportunities.

Product Training

To maximize the success in sales of our products, PoINT channel Partners receive web-based or in office product training. This consists of a detailed examination of the features and benefits of PoINT Software Products, as well as product positioning for application specific data archiving requirements.

Lead Referrals

PoINT Channel Partners benefit by receiving leads generated by our multi-level marketing programs. The local PoINT sales manager will distribute leads based on customer type, location, application and the Partners support of PoINT.

- Inquires from magazines and publications
- Trade show attendees interested in PoINT products
- Monthly direct mail marketing responses
- PoINT web site inquires

Marketing Resources and Sales Tools

Marketing materials are available for our Channel Partners. PoINT will provide graphics and text for partners that wish to promote PoINT products via the web or through marketing activities such as, advertising, stationery, and signage. The following can be provided electronically or in print format:

- Color brochures with technical specifications
- Case studies of installations in various markets
- Press and product releases
- Technical notes and white papers

Priority Technical Support

PoINT provides our Channel Partners with priority technical support. In addition to training on product installation and configuration, members will be provided a designated technical contact as well as a special email address for technical support.

Custom Product Licenses

To assist in effectively promoting our products, all PoINT Channel Partners will receive special product licenses in accordance with their needs. Ex: for demo systems, trade shows, etc.