



PROGRAM OUTLINE

SMART-IDLER® PREMIUM PARTNER,
VALUE ADDED RESELLERS &
INTEGRATED ECOSYSTEM PARTNER



Be part of our constructive collaborative model

As a Conveyor Component manufacturer, there are a few things that will set you apart from your competition:

- Better, Smarter Products
- Great Service from fully trained staff
- Data Transparency that helps to improve yield

Our Smart-Idler[®] product can give you a unique point of difference, helping you to stand out.

The Vayeron Smart-Idler[®] allows you to link your physical products (rollers) to the digital world which means that your customers become more connected, their operation seamless and they have the ability to manage their plant and equipment with improved safety, increased awareness of capacity and an understanding of when downtime might take place.

You can give your customers this technology at their fingertips and we can give you preferential treatment if you become a premium partner with us.

What we give your business

- Marketing & Promotion
- Strategic Platform
- Data Transparency
- Business Development
- Reduced lead-times
- Increased Brand Perception

Our Premium Partners advantages

 **Co-Marketing & Promotional Campaigns**
Working together to promote each other

- Online Advertising through product showcases
- Tradeshow & Conference Exposure
- Your brand on our Marketing Material
- We will help you to create brochures with Smart-Idler[®] branding on it

- Social Media exposure (LinkedIn)
- Case Studies about our collaboration

Collaborative Business Development

Vayeron will introduce Vayeron customers to your brand

- We will actively refer you to End Users who come to us
- We will actively refer EPCM and Engineering consultants to you

A Strategic Platform

- Use Smart-Idler[®] to create value added service for your clients

Reduced lead-times

- Preferential supply of product - front of queue (must meet minimal annual stock holding qtys)
- Reduced cost of freight per sensor

Data Transparency

- Undeniable product performance data for your clients
- Increased Brand Perception
- Lead the industry adoption of Industrial Internet of things (IIoT)

Support on Tap

- Sales Support for your customers
- End User Sales Activities
- Training on our Smart-Idler[®] sensors, gateway and EOL- equip your team with the skills & knowledge to support your smart roller product line.
- Collaborative End-User Site Visits

White Label

- Software
- Data Reseller options

We are looking for Premium Partners in these regions

Regional Tier

Exclusive: 2 companies can become Premium Partners per region

Global Tier

Exclusive: 3 companies can become Global Premium Partners

Regions

- 🌐 **Australia / New Zealand & Pacific**
- 🌐 **Canada USA**
- 🌐 **India & Central Asia**
- 🌐 **South East Asia / China / Japan / Korea**
- 🌐 **Central & South America (ex-Brazil) Brazil**
- 🌐 **Europe / Russia**
- 🌐 **Middle East**
- 🌐 **Africa**

Become known as the go to company for the supply of smart rollers

How do you get involved?

Our Smart-Idler[®] Premium Partners are conveyor roller manufacturing companies that meet the **criteria of our exclusive Premium Partner program.**

Criteria

Regional Premium Partner

- Have a minimum annual stock holding at your single region of operation
- Purchase an EOL unit from Vayeron
- Must have an ISO9001 Quality Management System in place
- Use a design validation process and be able to provide evidence of this
- Be prepared to participate in a Vayeron led training program
- Be prepared to produce flyers and brochures, data sheets and case studies with our brand on them
- Be prepared to promote the Smart-Idler[®] product on your website

Global Premium Partner

- Have a minimum annual stock holding in each region of operation
- Purchase an EOL unit from Vayeron for each factory
- Must have an ISO9001 Quality Management System in place in each region/ office/ factory
- Use a design validation process and be able to provide evidence of this at each factory
- Be prepared to participate in a Vayeron led training program (participants must be from all regions)
- Be prepared to produce flyers and brochures, data sheets and case studies with our brand on them for each area of operation
- Be prepared to promote the Smart-Idler[®] product on your website



VAYERON

What will a partnership bring you?

Being a Premium Partner with Vayeron will **expand your network** and ensure that your customers are aware of the **innovative tech** that your rollers have embedded inside. Vayeron products **add value to your business** and elevate your position as **a leader in your field**.

Your customers will enjoy the ability to **maximise their efficiencies** and **reduce operational costs** with products powered by Vayeron.

We use platforms like LinkedIn to promote our premium partners and we engage with the market using this channel.

Our partners are promoted at global events, we add your details to the website and we actively market our partners using advertising and email marketing.

We work with you to ensure your market knows that you choose Vayeron as your IoT innovator of choice.

Conveyor roller manufacturers - Premium Partners

We already have a number of Premium Partners and Valued Added Resellers who work together to achieve incredible results.

Multiple Conveyor Roller Manufacturers are partnering with Vayeron in key regions around the world with the aim to offer their smart roller product range powered by Vayeron's Smart-Idler[®] sensor embedded within their products and add value to their products whilst digitising their physical products and allowing them to gather critical data.



**CONNECT WITH US TO DISCUSS YOUR APPLICATION TO BECOMING ONE
OF OUR PREMIUM PARTNERS.**

Value Added Resellers

Our Value Added Resellers (VARs) consist of in-country partners and software & data providers. We partner our customers with the most compatible vendors and solution providers to enable the best end-to-end solutions.

Value Added Resellers are companies that sell and manage systems and end-user client relationships on our behalf, often in their own native language helping Vayeron become a more global brand.

Our Value Added Resellers are mentioned on our LinkedIn profile, in our email communication and we ensure they get coverage at local Tradeshows.



CONNECT WITH US TO DISCUSS YOUR APPLICATION TO BECOMING ONE OF OUR VALUE ADDED RESELLERS.

Integrated Ecosystem Partners / Software Enablers

We partner with software enablers to create an eco system that allows seamless integration of our products into the systems you choose to run your operations.

At Vayeron we don't believe it is efficient to reinvent the wheel, we see benefit in working with systems already in place and enhancing capability through enhanced performance. Our IT Enabling partners allow us the space to make this a reality.



CONNECT WITH US TO DISCUSS YOUR APPLICATION TO BECOMING AN INTEGRATED ECOSYSTEM PARTNER WITH US.