

BILLIONTM

Billion LINK Partner Program



If you are serious in getting prosperous, please think BILLION...

Channel partners are one of the key elements that make up success in penetrating Billion products into the SMBs and business markets. In order to implement our channel strategy, Billion offers a win-win Billion LINK partner program to support selected channel players who recognize Billion's core strength in BiGuard SMB security gateways and are willing to offer their commitment to greater success.

Billion LINK Partner Program is designed to offer several aspects of support for authorized partners specialized in IT and business segments successfully link to its markets and users. This program provides profound resources and support on BiGuard products and is available to our qualified partners. Upon acceptance by the Billion LINK Partner Program, the partners will be allowed to access a variety of online sales, marketing, training, support tools and resources in order for them to take advantage of program and to make profit from selling the broad range of BiGuard products.

So, "link" your business with the Billion LINK Partner Program to access "billions" of fortunes TODAY.

Why choose Billion LINK Partner Program?

- ✓ Great support from Billion's self-own R&D team and technical team
- ✓ Award-winning BiGuard security gateways for small offices and SMBs
- ✓ Prompt access to online sales and marketing resources
- ✓ Gain financial incentive: up to **2.5%** equivalent points of sales rebate scheme
- ✓ Gold Partners to access 2 categories of marketing funding programs: up to **4%** against sales revenue
- ✓ Access to online technical training and qualification
- ✓ Low threshold to partner with Billion – simply pass online technical qualification to entry the program as a Medal Partner
- ✓ Promotion valid until June 30, 2009 – US\$ 70K BiGuard sales achievement to remain as a Medal Partner, US\$ 130K to upgrade as a Gold Partner.
- ✓ Billion's strong commitment to grow with partners

Honors and Awards



BiGuard products that the partners will benefit from

Since 1993, Billion has dedicated its focus in developing business-class networking products with rich security. Unlike others, Billion has its own laboratories contributing to the core technology of Billion's cutting-edge BiGuard security products.

BiGuard SSL VPN Series of Gateway (up to 200 concurrent users)

With integrated cutting-edge SSL VPN technology, the SSL VPN series make it easy and simple for remote workers of small offices and SMBs to remotely access corporate networks securely through the public Internet, without VPN software pre-installation in client PCs from any location, to share files, check e-mail, and download documents as if they never left the office. Widely support OS and platforms, including Macintosh, and router, firewall as well as rich security features in one box make the series very affordable solutions to small offices and SMBs.

BiGuard IP Sec VPN series (up to 50 VPN tunnels)

The IPsec VPN series ranges from single to dual-WAN gateways with 8-ports LAN features IPsec VPN as well as other security functions that offer small offices and SMBs users to transmit data over the Internet securely. Dual-WAN for load balancing and auto failover features provide "Always-on" Internet access to ensure constant communication. Safe Internet access and browsing are delivered by the incorporated firewall with web content filtering and comprehensive security. For on-the-road users, BiGuard 50G offers up to 50 secure IPsec VPN tunnels.

Optional of BiGuard security series

More network management tools, security devices and support services with respective to BiGuard security gateways are offered to feed the need of SMBs' growth coupled with customer-focus trend, technology advancement, and dispersing remote workers.

Who should participate?

It's easy to join Billion's LINK Partner program if you are dedicated in the IT channel business.



If you are a Value-added Reseller or a System Integrator with:

- Industry and technical expertise
- A strong customer service focus
- Commitment to grow in small offices and SMBs markets



If you are an IT wholesaler or a Value-added Distributor with:

- Importing capability and warehouses
- Nation-wide dealership
- A strong customer service focus
- Commitment to develop and grow in small offices and SMBs markets



Summary of Billion LINK Partner Program

Billion LINK Partner Program categorizes into 2 levels according to the qualification and requirement: Gold Partners and Medal Partners.

Benefits	Medal Partner	Gold Partner
Sales and marketing Support		
Access to online sales tools and marketing resources	✓	✓
Access to printed sales and POS materials	✓	✓
Accreditation of Certification on partner level	✓	✓
Point-Plus Rebate Scheme* - bi-quarterly	✓	✓
Participation in Marketing Development Fund (MDF) program** - quarterly	-	✓
Participation in extra Joint Marketing Dollar Scheme – bi-quarterly	-	✓
Free pre-sale evaluation product unit	-	✓
Sales leads from Billion	✓	✓
Listing on Where-to-buy partner locator web pages	✓	✓
Technical Support		
Unlimited support incidents within 48-hr turn-around	✓	✓
Dedicated technician support responding within 24-hr for BiGuard S6000, BiGuard S3000, and other higher-end SSL VPN products	-	✓
Notifications of firmware & product updates	✓	✓
Online technical support resources	✓	✓
Training & Education		
Online sales and technical training	✓	✓
Onsite sales and technical training (once per year)***	-	✓

Notes:

* Rebate Scheme is on a point-accumulating basis and the rewarded points are entitled to exchange for free BiGuard product units.

** Certain % of marketing spending accrual against total value of quarterly product shipment. Teleco or ISP tender bid deals NOT entitled to count in the sales accumulation.

*** Either on partner's site or in Billion head office. Alternatively over video conferencing when international travelling is not made possible.

Requirements*

Interested channel players may need to review the requirement and qualification prior to filling out an application form. All the qualifications are subject to selection and approval at Billion's sole discretion.

Requirements	Medal Partner	Gold Partner
Qualified IT resellers or Value-Added Resellers	✓	✓
Local Marketing activities	✓	✓
Annual BiGuard sales volume goals*	US\$ 70,000	US\$ 130,000
Partnership agreement	✓	✓
Number of certified Billion products technicians	1	2
Dedicated outbound sales representative	✓	✓
Stock of BiGuard products	-	✓

* Notes:

1. Sales volume target on launch promotion, valid until June 30, 2009.

2. Billion reserves the right to change, modify, add, and delete portions of the Terms and Conditions of the program at its sole discretion.

For more information, email to Billion Marketing Team at marketing@billion.com.

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