



QUANTUM PARTNER PROGRAM GUIDE

Secure your clients. Lead with innovation. Grow your business.



TABLE OF CONTENTS

Overview	03
About This Program Guide	04
Value Proposition to Our Partners	05
Channel Partner Program Structure	06
Annual Performance Review	07
Training & Competency Attainment	08
Benefits Aligned with Competency	09
Opportunity Registration	10
Co-Branding	11
Application	12
Coming Aboard as a Partner	12
About Quantum Technology Sciences	12

OVERVIEW

Partners are essential to Quantum's business. In addition to extending our engagement within our markets, partners are essential, integral participants, lead with integrated solutions and build customer relationships. We are committed to executing a shared, focused, and intentional strategy by investing in the right channels at the right time, enabling us to solve bigger customer jobs together. Similarly we will recognize and reward our partners based on the consistent value and service they provide to customers.

Our corporate DNA is infused with the sense of security and innovation derived from developing solutions that have been protecting the world from nuclear proliferation. Individual units on the battlefield and critical infrastructure assets around the globe with seismic-acoustic technology envelop assets in a 3-D Awareness Zone. Quantum's Vector Series adds a critical component to the security and/or operational defense in depth by providing that early detection, pattern of life signs of behavior and early triggering of cameras or deterrent devices to drive a higher probability of deterrence – saving customers money and reducing exposure to the rising risk factors facing them on a daily basis. A Quantum Channel Partner can capitalize on this advanced thought leadership position – preventing loss as opposed to reacting to a loss, while simultaneously enhancing safety, managing risk, and improving the operational efficiency of the customer's organization.

“

Quantum is committed to building a channel organization that is based on adding significant value to mitigating security, safety and operational risk by leveraging the best technology and services.

Mark Tinker, PhD

Chief Executive Officer

Quantum Technology Sciences, Inc.

The Quantum Partner Program is designed specifically with you in mind, to be:

- **Customer-focused:** Enabling you to deliver an optimal customer experience with sales and marketing tools that help you increase customer demand and adoption, as well as technical training and investments that help you accelerate the customer sales-cycle and reduce your costs.
- **Solution-focused:** Providing a unique asset to your inventory that can be used to drive discussions around a client's security posture and be easily integrated and enhance your solution portfolio
- **Rewarding:** A tiered system that enables you to earn significant financial, business and strategic rewards for new business development, closure and retention.

ABOUT THIS PROGRAM GUIDE

The Quantum Partner Program Guide is intended for partners applying for or participating in the Quantum Partner Program (“QPP”), and supplements the Quantum Partner Program Agreement (“QPP Terms”). Quantum may post or otherwise publish Supplements to the Partner Program Guide, providing more information or terms on Program competencies and benefits, which are also part of the QPP Terms. Some Supplements and other information may be specific to certain regions and/or partner groups. Quantum reserves the right, in our sole discretion, to decide when our posted fact sheets and program information may supplement or modify this Program Guide.

Please review this Partner Program Guide carefully, along with the other Supplements to the QPP, posted on the Quantum Partner Pages. Together with the QPP Terms, this Program Guide and the Supplements provide the terms of your participation in the QPP. Please visit the Quantum Partner Home page on the Quantum website frequently for the most updated information and version of this Partner Program Guide. If you (on behalf of yourself or your employer) represent yourself as a QPP member, or if you request, access, or use any benefits under the QPP, you are agreeing to the terms and definitions of this Partner Program Guide under Quantum's then-current policies and QPP enrollment terms.

VALUE PROPOSITION TO OUR PARTNERS

Threats to our customers come in many ways – theft, vandalism, trespassing, environmental activists, and physical attacks. Quantum's unique seismic-acoustic solutions offer the capability to detect physical intrusion or kinetic attacks much earlier and without the restriction of line-of-sight or weather inhibitions. As part of your integrated solution, it acts as the “ears” and “touch” to locate the potential threat and direct visual security or deterrent devices to proactively “light up” threats in an effort to deflect an incursion – potentially avoiding a loss altogether. This is an advanced thought leadership position that our channel partners can capitalize on – preventing loss as opposed to reacting to a loss.

- Leverage the technology proven throughout US Special Operations and with the US National Data Center (Nuclear Proliferation Security) and adapted it for commercial security market applications, including critical infrastructure, valued assets, borders, and other vulnerable entities. It is changing the way customers look at their defense-in-depth posture by allowing them to detect threats earlier and improving their Probability of Deterrence.
- Offer a unique seismic-acoustic technology to drive earlier detection of potential threats and integrate with proactive threat deterrent technologies to improve the Probability of Deterrence – a system's ability to thwart illegal activity or kinetic attacks before they can begin. Adding the seismic-acoustic element to your suite of products differentiates you from other competing offerings.
- Re-ignite conversations with your existing customers or initiate new conversations with a distinctive competitive advantage and innovative technology that provides real benefits of earlier detection combined with active deterrence. It's a powerful message and a value-driven proposition that can drive new business for your company in a very crowded security market place.

CHANNEL PARTNER PROGRAM STRUCTURE

Quantum Partner Program (QPP) Channel Partners are integrators and affiliates that will be certified by Quantum to market, sell, deploy and/or support specified Quantum products and solutions as a stand-alone, as proprietary integrated solution offering, or as an element of managed security solutions. We recognize these partnerships drive innovation and value-add to our customers as Quantum brings to market new features and more robust solutions and continuously addresses the evolving risk management landscape.

Through the achievement of competencies and solution integration, revenue attainment and geographical coverage, partners can progress through our Program's four membership tiers: Affiliate, Specialist, Expert, and Global Expert. The program rewards you for your dedication and commitment to developing your capabilities and provides you with enhanced rewards as you grow with us. Quantum Partner Program Tiers:

QPP Tier	Description	Sales, Marketing & Technical Competency	Staffing Accreditations*	Financial Reward
Global Systems Integrator - Expert	Involves a commitment to develop an integrated solution of products and services that includes Quantum's offerings; can be deployed and supported around the globe.	System Integrator - Expert plus: <ul style="list-style-type: none"> • Global Marketing Campaigns • Backline Support 	<ul style="list-style-type: none"> • Sales & Marketing-6 • Sales Engineer - 2 • Support - 2 • Technical Design-2 <p><i>*per geographic region</i></p>	<ul style="list-style-type: none"> • Increased product discounting • Increased Sales & Marketing benefits • Enhanced Pre-sales support benefits • Increased technical access • Potential White Box/OEM arrangements
Systems Integrator - Expert	Your company provides a comprehensive solution offering that includes Quantum products and can actively sell, integrate and support on a regional level.	Systems Integrator - Specialist plus: <ul style="list-style-type: none"> • National Marketing Campaigns • Demonstration/ POC • Detail Design • Technical Implementation 	<ul style="list-style-type: none"> • Sales & Marketing - 5 • Sales Engineer - 2 • Support - 2 • Technical Design - 2 	<ul style="list-style-type: none"> • Deeper product discounts • Increased Sales & Marketing benefits • Enhanced Pre-sales support benefits • Increased technical access

QPP Tier	Description	Sales, Marketing & Technical Competency	Staffing Accreditations*	Financial Reward
Systems Integrator - Specialist	You have crafted an integrated solution that includes Quantum into your offering; you actively sell and engage customers regionally and take the first line of support calls.	Affiliate plus: <ul style="list-style-type: none"> • Regional Marketing Campaigns • Demonstration • Quote • Budgetary Design • Frontline Support 	<ul style="list-style-type: none"> • Sales & Marketing- 3 • Sales Engineer - 1 • Support - 1 • Technical Design- 1 	<ul style="list-style-type: none"> • Product discounts • Sales & marketing benefits • Pre-sales support benefits • Technical benefits
Affiliate	Access to core sales & marketing materials. Identify opportunities for advancement in the selling process.	<ul style="list-style-type: none"> • Sales Positioning 	<ul style="list-style-type: none"> • Sales & Marketing- 2 	<ul style="list-style-type: none"> • Opportunity Discovery Awards • Sales & Marketing Benefits

ANNUAL PERFORMANCE REVIEW

Each Channel Partner's performance – revenue attainment, marketing activity, and the maintenance of staffing accreditations will be reviewed annually during the fourth quarter of the current partnership year. Partners are subject to a new level assignment for the following year based on their demonstrated revenue performance and delivery capability, which shall be granted in Quantum's sole discretion. With justification, Partners may request an increase in their Partner Level during any quarter of a year and receive the additional discounting and benefits. In cases where Partners must be assigned a lower level, the shift will be effective at the start of the subsequent Partnership year.

Revenue attainment is based on Vector Series license revenue, annual support and maintenance contracts and Quantum's professional services and sold by the Channel Partner for each calendar year.

TRAINING & COMPETENCY ATTAINMENT

Training conducted by Quantum at its corporate locations is free to all channel partner attendees and is conducted on a quarterly basis. Quantum expects its Channel Partners to maintain on staff at least the number of accredited personnel with the sales, marketing and technical capabilities specified for each level in the Table above. Upon completion of each training course, individuals will receive an accreditation certificate from Quantum. Accreditation status will be a topic in the business reviews conducted periodically by the Quantum Business Development Manager.

- **Sales & Marketing** - fundamental product positioning, opportunity identification, selling and closing with customers. Understanding the market, the value and competitive differentiation.
- **Technical Pre-Sales** – translating the desired business objectives into a technical solution. Ability to assess the customer's environment and demonstrate how Quantum solutions solve the business problem, create basic design documents for budgetary quoting and scoping of the opportunity and designing a Proof of Concept for customers.
- **Technical Delivery & Services** – technical capability to take the pre-sales design and architect a solution, implement and then support customer after the sales and implementation are complete.

BENEFITS ALIGNED WITH COMPETENCY

The Channel Partner Program has been designed upon the premise that our partners deliver greater value to customers by offering the best combination of technology, services and support that improves our customers' security, safety, and operations effectiveness. Together, Quantum and its Channel Partners can provide solutions that mitigate customers' corporate risk and enable them to profitably grow their business. In turn, we are rewarded with their trust and their business. The following Table summarizes QPP benefits, by level.

	Global Expert	Expert	Specialist	Affiliate
MARKETING				
Co-branded Literature	✓	✓	✓	✓
Content Syndication	✓	✓	✓	✓
Whitepapers	✓	✓	✓	✓
Webinars	✓	✓	✓	✓
Partner Directory	✓	✓	✓	✓
Co-branded Use-Case Development	✓	✓	✓	
Roadshow/Event Support	✓	✓		
Joint PR Promotions	✓	✓		
SALES & PRE-SALES TECHNICAL				
Sales Enablement Assets	✓	✓	✓	✓
Virtual Demo Tools	✓	✓	✓	✓
Pricing Tools	✓	✓	✓	
Site Assessment	✓	✓	✓	
Dedicated BDM	✓	✓	✓	
Joint Live Demonstrations	✓	✓	✓	✓
Use of Quantum Demo Sites	✓	✓		
EDUCATION/TRAINING				
Sales Training	✓	✓	✓	✓
Advanced Demo Training	✓	✓	✓	✓
Frontline Technical Support Training	✓	✓	✓	
Backline Support Training	✓	✓		
Custom SDRK Development	✓			
Tuning/Seismic Training	✓			
TECHNICAL/SUPPORT				
Tech Support Consults	✓	✓	✓	✓
Services Delivery Resource Kit (SDRK)	✓	✓	✓	✓
Field Sales Engineering Support	✓	✓	✓	
Emergency Assistance	✓	✓	✓	
API Development	✓			

OPPORTUNITY REGISTRATION

To avoid channel conflict and reduce end customer confusion, it is required that partners register opportunities with their Quantum representative. These opportunities will be tracked via monthly and/or quarterly business reviews to ensure that relationships and opportunities are managed to minimize channel conflict.

CO-BRANDING

Global Expert, Expert and Specialist QPP partners must maintain the following Quantum Technology information on their websites:

- QPP partner logo
- Quantum Technology Sciences company description
- Description(s) of service offerings that use Quantum product(s)



White labeling of the offering itself is allowed under separate OEM contracting arrangements for a Global Expert.

QPP partners are also encouraged to promote their Quantum offerings and include Quantum information on their websites and promotional materials. Co-branded collateral and content syndication are available to streamline inclusion of Quantum information on partner websites, collateral, sales guides or webinars.

For requirements around use of the Quantum identity (names, logos, etc.), reference the Quantum Brand Guide.

APPLICATION

New partners should apply for the Channel Partner Program at the Registered membership tier by completing the online application at <http://www.qtsi.com/integration-partner>. Upon Quantum's approval of the application and subject to acceptance of the QPP Terms, you may use Quantum's Partner Pages to further explore competencies, membership tiers, and benefits of the QPP.

- Affiliates seeking membership in the QPP can apply online or via a Business Development Manager. There are no application or membership fees, no obligation to buy, and no paperwork (all information can be submitted online). Applications are reviewed and approved by the regional QPP teams.
- QPP partners seeking elevation to Specialist or Expert levels may submit requests to their regional QPP team, which reviews with the BDM team and approves such requests.
- Participation at the Global Expert level is by invitation only. A QPP partner may be invited by the regional QPP team.

COMING ABOARD AS A PARTNER

Partner participation begins on the date the Channel Partner Agreement is signed by you and Quantum, with a term extending to the annual QPP Renewal Date of 1 July. The Agreement is potentially renewable annually effective that date for additional one year terms. All Agreement renewals are at the sole discretion of Quantum. Agreements initially signed in the calendar quarter preceding the QPP Renewal Date will be effective until the QPP Renewal Date of the following Calendar year.

ABOUT QUANTUM TECHNOLOGY SCIENCES

We are a tactical geophysics technology company leveraging the sounds within the earth to deliver valuable security and operational intelligence to our customers.

Website: <http://www.qtsi.com/integration-partner>

Phone: 321.868.0288





PPG10022015

Quantum Technology Sciences © 2015. All Rights Reserved.
Patents & Patents Pending. Offices in Houston, TX & Cocoa Beach, FL

321.868.0288 | www.QTSl.com |  @quantumsci