



## SecuTech Partner Program



*Dear Prospective SecuTech Partner:*

*Join the SecuTech Partner Winning Team and add Unikey products to your portfolio.*

*It's easy to get started: simply send email to [Sales@eSecuTech.com](mailto:Sales@eSecuTech.com) and we'll be in contact with you directly.*

*International Sales Department*

*SecuTech Solution Inc*

*February 7, 2007*

### **SecuTech Partner Program**

SecuTech Solutions Inc. is a company specializing in software license management business systems focusing on the international market with their class leading UniKey product range. Having an extensive and in-depth range of experience within the Software Management Licensing market, SecuTech has drawn upon this experience to utilize today's cutting-edge technologies to introduce a COMPLETE and affordable solution for today's software vendor markets worldwide.

The SecuTech Software License Management System is a combination of Hardware Key and Software. With increasing concerns of software piracy and license distribution, SecuTech has dedicated itself in developing the best Software License Management Systems in the market today. In working in close collaboration with software developers, software distributors and in using its extensive range of commercial software experience, SecuTech has developed the UniKey range of products to meet the ever increasing and demanding array of requests from its customers globally.

SecuTech provides multiple solutions for software copy protection, software license control, data encryption, media protection, document protection, and customizing software according to customers request.

SecuTech Partner program has been developed to deliver the most comprehensive partner support available. Some document material and resources are available only to our partners who have met certain sales and technical training.



## SecuTech Partner Program



We are very proud of our achievement in building a strong partner program to support your success as a member of the SecuTech Partner Alliance.

### **Reseller / Distributor Partners**

SecuTech has built an extensive network of reseller channel partners around the world. Today, in over 30 countries, software manufacturers and industrial companies are using UNIKEY successfully. The variety of UNIKEY protected applications includes Education SWF Applications, Cell phone Software, Biometric Software, CAD / CAM Software, 2D / 3D Software, Accounting Software, CRM Software, POS Software, Geometric Software, Natural sauce Software, CMMS Software, HVAC Software, Graphic process Software, Embroidery Software and other general Applications.

SecuTech resellers actively promote and sell Unikey Products, representing SecuTech within their territory. SecuTech provides its distributors with very aggressive pricing with enough margins to build a fairly deep channel with a given territory.

SecuTech also provides qualified leads for the territory to the reseller. sales and technical training, collateral and co – marketing assistance.

### **OEMs**

The OEM Program is designed to work with security software vendors who are developing a specific software application on software protection, authentications and security logon technology world.

SecuTech OEM partners use Unikey hardware components to create their customized products, which they market and sell as their own. In the OEM arrangements, SecuTech provides hardware and software. SecuTech is extremely attractive OEMs as we have an established track record of producing high quality low cost devices that meet international standards. We have many long-term OEM relationships, as we are responsive to change request to accommodate new market requirements. OEM pricing is based on Volume and the value of the opportunity long term in future.

### **Value Added Reseller (VAR)**

SecuTech is currently looking at developing a network of Authorized VAR's that range from Application Developers to Solution Integrators. These targeted VARs would specialize in providing software application solutions to the security market. They would also provide value-added services in the form of system integration, consulting services, training, installation, project management, system configuration and technical support based on Unikey hardware and Kernel filter technology.



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### Program Benefits and requirements

The benefits and requirements to become a SecuTech partner are varied. Every company that partners with SecuTech has its own special requirements. You can choose the program – reseller, OEM that best fits to your company 's business needs. Regardless of which program is right for you, you can rest assured that you will enjoy many benefits unique to SecuTech partners.

### Why Partner with SecuTech

**Price:** Unbeatable price compared with other competitors

**Tech Support:** 24 hours a day, 7 days a week around the world

**Qualified Sales leads, CO-Marketing Funds, Sales & Marketing collateral, Complete Sales and Technical training, No annual report on your customers' information.**

### How to join SecuTech Winning Team

Step1: Send email to [sales@esecutech.com](mailto:sales@esecutech.com), we will follow up with you within a few business days, if there appears to be a good fit. We will seek you out to exchange more information about your needs and business requirements.

Step2: More detailed information about your business and how a relationship might be established and exchanged. Typically, we will send you sample products for you to evaluate. And exchange additional information about sales strategy, market, territory, customizations, etc, if you are a potential OEM, you may be asked complete an AGR, pricing details, volume commitments are finalized.

Step3: Draft AGR with the agreed upon terms (initial stocking inventory, price, products, territory, etc) are exchanged. For OEM pre - volume-manufacturing samples are scheduled. Final contacts are signed, at this point; you are a SecuTech Partner, depending on the terms of your contract. Providing you with initial training material, as well as access to the many tools and resources SecuTech provides exclusively for partners.