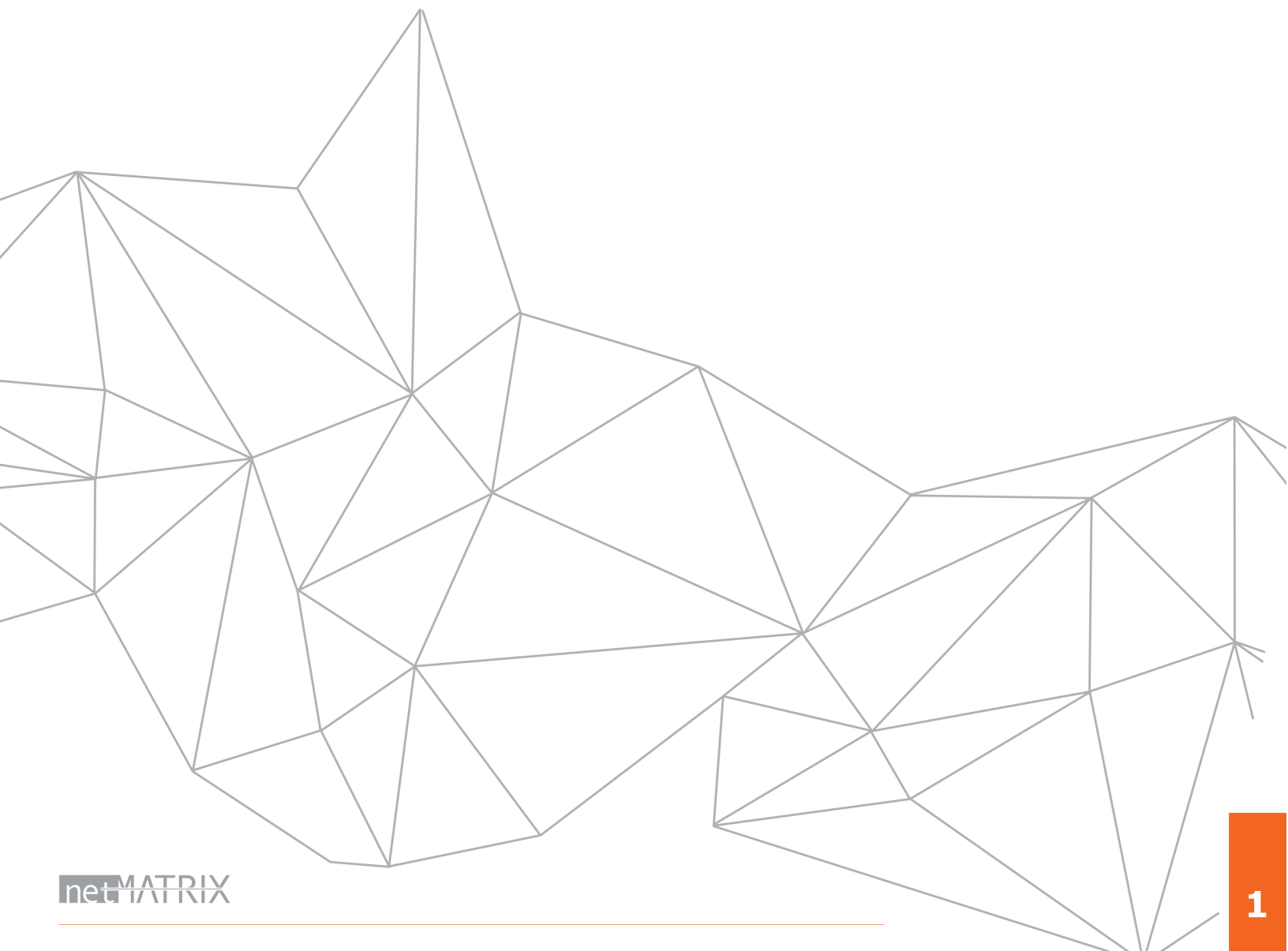


**PARTNER
BUSINESS
eXpert**

When you become a partner in PARTNER BUSINESS eXpert (PSX) for the distribution of our products, you have the opportunity not only to get our support for the commercialization and business development, but also to enjoy the knowledge and specialized support offered you by the inclusion of your company in our program. We add value to your organization by expanding its possibilities for action and accrual of profits, providing the flexibility and proven experience that you deserve as Partner.

When you become a distribution channel of our product net-MATRIX, you will see that forming a team with XPECTRA is easy, safe and intelligent for your business.



LEVELS PROGRAM PARTNER BUSINESS eXpert

The program has 3 participation levels, which have been established in terms of minimum purchase volumes in twelve months:

Levels	Minimum purchase volumes in twelve months
PSX Premier	US\$ 300,000.00
PSX Gold	US\$ 1,000,000.00
PSX Titanium	US\$ 2,500,000.00

Depending on the level at which the channel is rated, additional discounts are provided for the commercialization of the products.

Steps to follow to become a PARTNER BUSINESS eXpert (PSX)

- Establish confidentiality agreement signed by NDA (Non-Disclosure Agreement)
- Approve interview to determine compliance with commercial and technical requirements of XPECTRA.
- Establish distribution agreement by signing the contract VAR (Value-Added Reseller).
- Assist and approve Technical and Commercial Training for the Certification of channels in its different levels.

Requirements to be PARTNER BUSINESS eXpert (PSX)

- Company trading in the Telecommunications Area and/or Physical Security
- Presence in the country where it will distribute the products supplied by Xpectra:
 - Sales office established in the country.
 - Technical Office with an unit geared to provide Technical Support for the solutions provided by the channel to the customer.
- Capacity to comply with the following service level agreement for the attention of technical support requests:

Impact	Condition	Time for Attention	Time for Solution
High	<ul style="list-style-type: none"> • The product presents a functional problem that severely affects its operation. • The problem affects a significant number of users. 	0-4 Hours	1-3 days
Medium	The product presents problems that limit or jeopardize its operational availability.	0-8 Hours	1-5 days
Low	<ul style="list-style-type: none"> • Questions about the use of the product. • Inquiries about technical documents. 	0-12 Hours	1-15 days

PROGRAM PARTNER BUSINESS eXpert

Desirable features of PARTNER BUSINESS eXpert (PSX)

- Expertise in providing services and integration of security solutions.
- Customer base in line with netMATRIX: Bank, Retail and Industry.

Benefits of the program PARTNER BUSINESS eXpert :

- Training for members.
 - Commercial training and certification on products (at special prices)
 - Training and technical certification Pre-sales and Post-sales.
- Marketing Support.
 - Marketing Materials.
 - Right to use the logo of the commercial partners program and of the practical use Kit.
 - Potential access to units for customer demonstrations Demos.
- Technical Support.
 - Access to Web information resources.
- Other opportunities.
 - Webcast by invitation, specialized workshops and training.
 - Potential access to Sales Support.
- General Benefits.
 - Protection to qualified opportunities.

Assistance of XPECTRA to PARTNER BUSINESS eXpert

XPECTRA will provide support in the following areas:

- Training of personnel.
- Demos.
- Information gathering.
- Second level support.
- Advice and sale of the products and services provided by XPECTRA.
- Documentation.
- XPECTRA will support customer visits in his hometown of attention; in the case of visit to other cities or country, it must agree with the channel for the generated additional costs.
 - XPECTRA will perform the release of the versions and the training of the products supplied to the channel.
 - XPECTRA will provide the necessary information for the authorization of use of the rights and property of XPECTRA.

Training Program for PARTNER BUSINESS eXpert

In XPECTRA 's training program three levels of capacitation have been established to recognize our channels in their netMATRIX product certification.

- Level I: Operator (24h).
- Level II: Installer and Configurator (16h).
- Level III: Administrator (80h).

There must be a minimum of two persons certified at Level I & II, and at least one certified at level III.



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