

Partner News from **geoforce**

Hello Geoforce Partners,

We hope you are staying healthy and productive. Here at Geoforce, we've been hard at work, developing new products and introducing tools to better support the needs of our channel partners and customers. You can learn about some of the recent changes in the newsletter below.

Have you heard about Geoforce's new **Bundled Pricing** structure? With many organizations facing CapEx reductions, Geoforce now offers Channel Partners the option to wrap up front costs (hardware, accessories, activation/provisioning) into a monthly fee spread over a 12, 24, or 36-month term. Not purchasing new equipment for the foreseeable future? Protect and retain your existing assets with Geoforce!



Geoforce Partner Spotlight - Trackunit

See how one Geoforce Reseller experienced one of their busiest quarters of activity ever - [Partner Spotlight - Trackunit](#).



Introducing a New Segment to the Geoforce Channel Partner Program - Teaming Agreements

Due to the changing landscape of the Geoforce Channel Partner Program, we recently introduced a new category - Teaming Agreements. This is a more simplified arrangement between Geoforce and our partners, allowing them to provide Geoforce products to their customers, but not requiring a commitment to the expectations required of a reseller. In the coming months, we'll be following up with you to discuss where your business fits best.



On Time, On Budget: A Guide to New Strategies and Technologies for Field Operations Leaders

[Read this white paper to learn:](#)

- How to use new track and trace technology to solve seven key challenges in field operations.

- The must-have software and hardware features to look for in an industrial IoT platform.
- How companies are using these platforms to eliminate 95% of billing disputes and increase equipment uptime by 99.9%.



Resources and More

- Introducing our long-awaited [Partner Portal on Geoforce.com](#). Earlier this week, you received a welcome email from Geoforce which included credentials for the Portal. Once logged in, you'll be able to download marketing materials, pricing schedules, Geoforce blogs and case studies, and other channel partner resources. Please contact us if you or another team member needs login credentials for the Portal.
- New Engine Runtime (ERT) configurations are now available for AT5 and AT2 Satellite Asset Trackers. See [Pricing Exhibit B](#) on the Partner Portal for more!
- Need training on our Track & Trace software platform? Click here to register: [Geoforce Track & Trace Training Registration](#).

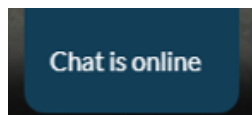
Partner Portal

Help Desk Support

888-574-3878, option 3

helpdesk@geoforce.com

Track and Trace Chat



<https://helpdesk.geoforce.com/>