



Lixnet Reseller Program

All Lixnet resellers must meet the same high standards for market knowledge, vision, integrity and customer satisfaction that Lixnet sets for itself. Within the program, resellers may sell to both Standard and Enterprise editions. Access to Lixnet software for demos and proofs of concept is an important benefit of this program. Resellers are eligible to participate in marketing, events and programs as available.

Territory

Eligible territories are Kenya, Uganda, Tanzania and Rwanda, based on the reseller's ability to cover the geographies. The reseller may participate in any or all of the geographies.

Pricing overview

Lixnet has subscription based pricing for the cloud and Standard license pricing. Resellers are free to use either licensing model per the rules. Quotes will be generated and provided to the reseller by Lixnet.

Reseller Margins

Resellers receive a 30% margin off license price for first-year software fees and 15% off renewal-year fees. Unlike perpetual licenses, Lixnet sells an annual subscription. Lixnet uses the term first-year fees (FYF) to denote the first-year and renewal-year fees (RYF) for all subsequent years as long as minimum renewal rates are maintained.

Renewal Discounts

For the first year, the reseller receives 30% margin; for all subsequent years, the reseller must maintain a 90% renewal rate to stay at 15%. For renewal rates of 70- 89%, margins drop to 10%, and for renewal rates below 70%, the margins drop to 0%

Rebates

The reseller will be eligible to receive up to an additional 5% through rebates based on hitting milestones or tied to specific product incentives that will be included in the annual plan

Customer tech support

All levels of tech support are provided directly to the end user by Lixnet.

Program fee

There is no fee to become a Lixnet reseller.

Competitive Discount

In the event a discount is needed to win a deal and has been approved by Lixnet, the reseller margin will be protected up to a 30% discount. Beyond 30% the reseller and Lixnet share the discount.

Additional products may be approved by Lixnet on a case-by-case basis. Approval will be determined by the reseller's ability to successfully position and sell such products.