



## PARTNERING FOR SUCCESS

Extracomm Inc. is a technology company that focuses exclusively on Lotus Notes and is a leader in providing add-on applications that streamline and secure Notes/Domino environments. We are currently seeking new resellers that are interested in adding our award-winning solutions to their product portfolios. We're partnering with IBM Business Partners in all parts of the world that can deliver bundled solutions to both SMB and enterprise businesses using Domino.

Our reseller program is designed to help new resellers get results quickly. Your dedicated Channel Manager will train you and your team on the company, product features, maintenance offerings, marketing programs and more. In addition, you will receive a professional reseller kit with all of the sales and marketing tools you'll need, plus your own Not for Resale (NFR) licence keys for our software that you can install and use internally for free. You'll also have access to web-based training and other online resources. Once your team is up to speed, your Channel Manager will continue to work with you to ensure your ongoing success.

### Join Now

If you are interested in growing your business and turning high profit sales by adding our award-winning products to your solutions offerings, visit us now at: [www.extracomm.com](http://www.extracomm.com) and complete a partner application. The Channel Manager responsible for your area will contact you immediately. If you prefer, contact us by email at [sales@extracomm.com](mailto:sales@extracomm.com), or call us toll free at 1-866-223-2656. For international partners, please call +1-905-709-8602.



The award-winning product that monitors and audits your knowledge assets

SecurTrac™ is an add-on module that enhances the security of applications in the Domino environment. It is the only complete audit trail system that tracks the life cycle of all objects, as well as all operational activities with real-time alert notifications. SecurTrac™ is simply the best electronic information tracking system that can be configured to meet your compliance concerns.

With the SecurEsign application, companies can use electronic signature to increase security and reinforce authentication for sensitive and valuable company assets, enabling: compliance for regulated industries (CFR 21 Part 11, HIPAA, SOX), workflow sign-off, paperless office document signatures and database application signatures – adding, modifying, updating of records.



The ultimate fax server for Domino

ExtraFax™ is a faxing solution that allows customers with Lotus Notes/Domino to integrate and combine fax communication and e-mail in a seamless and cost effective manner. Using IP and mobile technologies, the Fax/Text/Multimedia platform bridges the communication gap in today's world, allowing for SMS and MMS messaging to be easily used with the Notes client.

ExtraFax supports searchable PDF and TIFF formats for reliable OCR, allowing users to search large documents quickly and, 2-dimensional QR barcodes to enable efficient and accurate income tax forms routing.



**“Anyone with auditing requirements in their applications or with interests in securing the flow of information due to regulatory requirements would be well served to evaluate and deploy SecurTrac.”**  
- Lotus Advisor Magazine

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## NEW Authorized Reseller Start-Up Package \$495 USD

### We support you

Extracomm maintains a reseller channel because it recognizes the skill and expertise of companies and their staff in specific geographic regions. We are committed to working with resellers who are actively pursuing customers.

As an Extracomm Authorized Reseller you will work with a dedicated Channel Manager, who will communicate with you on a regular basis to discuss customers and sales strategies.

Your Channel Manager will assist you with all aspects of the sales process including:

- Pre-sales process
- Customer product demonstration
- Ordering products
- Marketing program plans, proposals and promotions

### Training

Extracomm will schedule a one-hour web training session hosted by your Channel Manager that will teach you how to sell each product. Topics include:

- Overview of Extracomm
- Product value proposition
- Product features, functions and benefits
- Maintenance Offerings
- Marketing opportunities

### Reseller Lounge

As a reseller, you will have access to the Extracomm Authorized Reseller Lounge (EARL), a valuable online resource with all the reseller kit materials you need to get up and running.

Visit EARL to find current pricing structures, to network with other resellers in our online forums or to browse through our extensive product library.

### Start-Up Fee

Extracomm will invoice your company for the start-up fee with payment to be received within 45 days. Alternatively this can be taken from your first sale of Extracomm's products.

Your fee includes the following: product training, NFR copy of our products, a reseller kit sent to you and a complimentary postcard mailing for up to 100 prospective customers. In addition you will also be able to participate in marketing programs for your territories.

### Not for Resale Software Licence Keys (NFRs)

We believe that the best way to learn about our software is to have your company use it\*. You will receive:

#### ExtraFax Standard 25 Licence - value of \$2,550

- Improve your company's communication effectiveness and productivity by using ExtraFax to send and receive fax, SMS and MMS communications with customers
- Learn how easy it is to integrate faxing into the Notes desktop so that you can sell ExtraFax to your customers

#### SecurTrac Single Server Licence - value of \$4,550

- Auditing and security are more important than ever
- Add audit trail capabilities to your business
- Learn how to use auditing to monitor key information so that you can sell SecurTrac to your customers

\* Note that licences are provided for one year and are renewed if sales conditions are met.

### Reseller Kit

Extracomm will send you a reseller kit for each product which contains a variety of sales tools and documents.

There is also an online version of the kit available through EAR that you can access immediately.

### Technical Support

We will provide you with technical support to assist your customers who have a maintenance plan. In addition, you can access the support forum and find web support tools on EAR.

