

Partnership Program

Grow Your Business

Stand out from competitors and create a new source of revenue with SquareOne.

Extend the capabilities of your products, increase revenue, and build on your existing customer relationships by partnering with Bsquare to offer SquareOne. Our dedicated device fleet management solution displays all your clients' connected devices on a single dashboard to be monitored and maintained remotely and in real-time.

With no additional overhead or expertise, you can provide the benefits of remote device management that works across device type and OS. By offering SquareOne to your clients, you're not only opening a source of recurring revenue on your devices but on any device your client adds to the SquareOne platform. Add value for your customers with devices that stay ahead of the next industry trend, compliance requirement, or evolving threat with dedicated device management.



Enhance your brand

New revenue streams, opportunities for differentiation, and greater brand loyalty

Right now, your customers know you as their great hardware partner. But, by enhancing your offering with SquareOne, you could improve your brand image and expand into becoming a software solution for managing all their devices.

By providing your clients with hardware that easily integrates with their fleet and comes ready to monitor its own

health and operation, you can position yourself as the source for hardware and software that allows them to build better devices.

With total visibility and control of devices, your customers have the power to extend the capabilities of their fleet and focus on the products and solutions they deliver.



BSQUARE

Types of Partnership

Resell

Set the price you want

Secure predictable recurring margins from long-term customer subscriptions when you set your own pricing for SquareOne on your devices.

Maintain real-time visibility

As the reseller, you can maintain real-time visibility into each customer's use of SquareOne and fleet deployment practices.

Co-brand the SquareOne interface

Through logo placement and other customization, we will co-brand the SQ1 interface so that your customers associate you with not only great devices but great device management.

White labeling available

Optional white labeling is available with additional upfront fees.

Refer

- 1.**
Earn 30% of recurring subscription revenue (up to \$1.00 per device) for each device activated through partner referral program
- 2.**
Each unit is shipped with SquareOne installed and ready for activation by the end-use operating customer.
- 3.**
Customers that choose to activate SquareOne trigger payment from Bsquare to partner
- 4.**
Customers can be referred to the Bsquare sales and marketing team for close

Benefits

Gain Additional Revenue Stream

Create new revenue streams via subscription sales of the SquareOne Saas.

Differentiate Your Product

Elevate your brand in a competitive market by providing advanced lifecycle management utilities

Improve Customer Stickiness

Create increased brand loyalty as customers see value in the bundled solution and return to you for more products and services that add value.

Reduce Service Costs

Eliminate truck rolls and on-site maintenance of your products via secure remote access for troubleshooting, customer support, and software updates (including the OS image).

Monitor Fleets

The operators of your devices can gather and react to customizable device health and status data to keep them running and to minimize downtime.

Enable Enterprise Dataflow

SquareOne integrate device fleet information into the rest of your organization to capture the inherent value of large scale IoT

Contact Us

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