

Netwatch Channel Partner Program

Build a Secure
Revenue Stream with
Netwatch Services

brought
to you by



Increase Your Business Profitability

Todd Bedford

President of Lifeline Fire and Security Inc.
Netwatch Channel Partner



“One Netwatch Proactive Video Monitoring site is worth more than 100 residential intrusion accounts in RMR.”

Netwatch CORE

Cratos software suite includes Netwatch CORE, a truly unique feature. It is an interactive platform which gives your subscribers full control and visibility of their Netwatch System, through a personalized app that evolves with changing business needs.

- Flexible zoning
- Remote arming and disarming
- Creation of virtual visitor passes
- Scheduling arming and disarming
- Protocol & keyholder settings
- Interactive site maps
- Visibility & control over each camera and protected areas



Benefits of becoming a Netwatch trusted Channel Partner:

- You can now offer an exclusive new service to your valued subscribers
- A unique software element within Cratos, Netwatch CORE allows your subscribers full control and visibility through a personalized app
- Our interactive CORE Channel Partner portal allows you to manage the site design process for your subscribers
- You can enjoy increased RMR over video verification and intruder alarm monitoring
- Proactive health checks of systems, allowing real-time visibility of the technical status of your subscriber's camera systems
- Netwatch is constantly introducing additional services enabling new revenue streams
- You will be at the cutting edge of technology on behalf of your subscribers

How it Works



DETECT

1

Cameras, with detection software, monitor your site for any unusual activity



VERIFY

2

Cratos software interprets the activity and sends an alert to the Monitoring Center



INTERVENE

3

Intervention Specialists are live to the site within seconds and take appropriate action



WARN

4

The Monitoring Center issues a real time audio warning alerting keyholders and authorities



RESPOND

5

The site stays live until it is secure. The subscriber then receives a full incident report

Netwatch Channel Partnership Levels

We have structured Gold, Platinum and Diamond level programs to match your level of partnership engagement.

Gold partners benefit from access to our unique software and 24/7 technical support. Platinum and Diamond level partners have higher access to sales webinars, marketing programs, preferred pricing and incentives.

Benefits	netwatch® GOLD PARTNER	netwatch® PLATINUM PARTNER	netwatch® DIAMOND PARTNER
MARKETING & SALES			
Access to marketing collateral	✓	✓	✓
Onsite sales support	✓	✓	✓
Access to webinars	✓	✓	✓
Access to Netwatch branded demo videos	✓	✓	✓
Participation in Case Studies		✓	✓
Free Online certification		✓	✓
Authorized Channel partner plaque		✓	✓
Co-branded marketing materials		✓	✓
Central Station tours			✓
Online risk assessment tool			✓
FINANCIAL			
New Channel partner incentive plans	✓	✓	✓
Special project pricing		✓	✓
ONBOARDING			
CORE site design tool	✓	✓	✓
Site design review	✓	✓	✓
Support from onboarding & commissioning team		✓	✓
Remote set-up and server programming		✓	✓
TECHNICAL			
CORE app support & upgrades	✓	✓	✓
Priority access to new emergent technologies & services			✓
Access to software developers for customized designs			✓
REPORTING			
Incident reports	✓	✓	✓
Service ticket creation		✓	✓
Personalized incident reporting			✓
CHANNEL PARTNER COMMITMENTS TO NETWATCH			
Trained & certified technicians	2	3	5
Link to Netwatch on channel partner website	✓	✓	✓
Exclusive use of CORE tool to manage service	✓	✓	✓
Guarantee 24 hr response time to Netwatch leads		✓	✓
Annual quota new Netwatch PVM cameras	240	480	600

Working In Partnership To Ensure Complete Business Protection



Subscriber Success Story

Matt Murphy

General Manager, Falmouth Toyota, Cape Cod, MA

“ We installed the Netwatch system at Falmouth Toyota following a wave of incidents. The Netwatch system provides me with peace of mind, that I have not had, and could not have cost-effectively afforded before. There have been a number of incidents since the Netwatch System has been installed, with all intruders immediately fleeing on receipt of a Netwatch audio warning. We have also noticed that the frequency of intruders is becoming less and less, now that they realize our four acre site is securely protected by Netwatch.

”

Dealer Success Story

Azure Data
Pearl River, New York

Ray Lowry set up Azure Data Inc in 1990, having spent 10 years working in security and related IT industries.

“ I needed to differentiate my offering from other providers and integrators and so I partnered with Netwatch in 2012. We were both striving to make a difference and the Netwatch approach was both genuine and fresh. Like Azure, Netwatch work with the best brands for transmission and offer an extremely high level of customer service. They are constantly searching for improvements and can even upgrade units remotely to ensure our customers are receiving the very latest technology available to them. Netwatch also provide fantastic support with sales and marketing. We have frequent mailings, ads and events such as on-site customer demonstrations. We dual-call a number of our enquiries and this enables us to provide instant information to the potential customer, speeding up the sales process. Partnering with Netwatch allows me to offer real, innovative business solutions to real business issues such as vandalism, stock damage and theft. In our industry, doing business with a company like Netwatch, who shares the same core values as we do, is an unbeatable partnership.

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Contact Details

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National Monitoring Center (NMC), a Netwatch Group Company, is the premier third party monitoring company in the United States with monitoring centers in CA and TX. As part of The Netwatch Group, NMC expands its suite of wholesale monitoring services with proactive video monitoring, exclusively available through its channel partners.

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