



QNX SOFTWARE SYSTEMS LTD.



**QNX SOLUTIONS NETWORK**  
DELIVERING EXCELLENCE TOGETHER



## INTRODUCING THE QNX SOLUTIONS NETWORK

*Proven reliability. Massive scalability. Unparalleled performance. From large, distributed systems to tiny devices, the QNX® realtime operating system (RTOS) stands at the forefront of the embedded systems industry. In fact, QNX is the most trusted foundation for mission- and life-critical systems in a broad range of markets, including medical, industrial, point of sale, smart devices, and more. To service a growing base of customers around the world, QNX Software Systems maintains offices in North America, Europe, and Asia, and distributes its products in more than 100 countries across the globe.*



**SOLUTIONS  
NETWORK**

Why have we been so successful? Simply, dedication to excellence guides our every step in developing, distributing, and supporting our products. It is this focus on excellence that drives our commitment to exceptional sales and service. Through the QNX Solutions Network, our world-class team of distributors and resellers can deliver the high level of satisfaction customers have come to know and expect from QNX.

Membership in the QNX Solutions Network lets you tap into the expanding market for QNX RTOS technology, and create a significant competitive advantage by offering a superior RTOS solution. Your customers will appreciate knowing that they're investing in superior products—through a fully accredited QNX distributor.

*“As a QNX Distributor, we've become an important part of the QNX team. The QNX Solutions Network allows us to reap the rewards of a strong business relationship with QNX.”*

**Alex Kondratuk,**  
President, SWD Software Ltd., St. Petersburg, Russia

### PUT THE QNX STRATEGY TO WORK FOR YOU

The QNX distribution strategy efficiently handles the growing market and ever-increasing demand for QNX products worldwide. Simplified order processing, faster product delivery, and price discounts help you provide better service and value to your customers.

You'll also have the opportunity to work closely with QNX account representatives, who will help you develop your QNX market. As well, you'll enjoy a distribution service that scales to meet even the most aggressive market demand for our products.

### DIFFERENTIATE YOUR COMPANY WITH QNX CERTIFICATIONS

QNX Software Systems has built its business on product reliability and exemplary customer service. We'll help you maintain those high standards through certification and after-sales programs.

QNX offers instructor-led, hands-on technical training at locations around the world. Through our technical certification program, your engineers will learn how to install, configure, code, trouble-shoot, and support all of our products. With our computer-based training certification program, your sales personnel can learn how to position and sell QNX at their own pace – wherever and whenever their schedules permit.

In short, QNX sales and technical certifications offer you an important competitive advantage: you earn the reputation as a QNX-approved and supported distributor.

### REAP THE REWARDS OF WORLD-CLASS CUSTOMER SERVICE

As a member of the QNX Solutions Network, you'll leverage the world-class expertise and global reach of the QNX Support Center. One call to QNX provides you with complete support for all QNX products, so you'll be able to meet your customers' needs promptly and thoroughly.

You can also tailor your QNX support to match customer requirements and budgets. Our Standard Support plan provides a solid base for you to build a value-added solution. Or if you want QNX to deal directly with customers on your behalf, a Priority Support plan allows you to do just that.

Working together, we can deliver the best-in-class services our customers deserve.

*“We use our QNX sales and technical certifications to build our credibility and generate new business. Customers know that we're well qualified to handle their QNX RTOS requirements, and that capability opens doors.”*

**Kjell Ragnhildrod**  
Main Founder and Chairman, ARX Innovation AS, Asker, Norway

## HOW THE PROGRAM WORKS

The QNX Solutions Network enables us to recognize and reward your sales and service achievements. As your investment in the program grows, so does our commitment to your success. And, to help you succeed, the program clearly defines distributor territories, limits market saturation, and protects your margins.

There are two levels of partnership offered through the QNX Solutions Network: Charter and Premier. Each tier carries its own technical and commercial accreditation requirements and receives a level of benefit and support from QNX Software Systems that reflects your investment.



When you join the QNX Solutions Network as a Charter Distributor, QNX offers you:

- Access to selected QNX products, based on appropriate accreditation
- Support through extensive training and customer documentation
- Regular sales leads
- Access to the QNX Solutions Network web service for support materials
- Use of the QNX Charter Distributor logo
- Invitation to the QNX Solutions Network conference
- Invitations to executive briefings

**Becoming a QNX Charter Distributor** – QNX Charter Distributors commit to achieve certain revenue targets and sales and engineering training requirements. Specifically, QNX Charter Distributors agree to:

- Commit to quarterly sales volumes
- Certify and maintain both sales and technical knowledge
- Maintain technical-support capabilities
- Submit annual business plans for review
- Provide point-of-sale information
- Create processes to monitor customer satisfaction



QNX Premier Distributors can take advantage of additional benefits that offer even more business value:

- Access to our complete product line
- Sales-lead priority
- Outreach and lead generation support through a variety of corporate-sponsored programs: seminars, webinars, trade shows, direct mail, advertising, PR articles, and product reviews

- Enhanced access to the QNX Solutions Network web service
- First consideration for market-development programs
- Priority access to executive briefings
- Executive invitation to the QNX Distributor conference
- Opportunity to qualify as a QNX Approved Training Center
- Participation in our co-op marketing program
- Use of the QNX Premier Distributor logo

**Becoming a Premier Distributor** – In addition to the commitments required by Charter Distributors, the QNX Premier Distributors agree to:

- certify a minimum number of sales and technical personnel
- invest substantially in customer support
- generate significant revenues

*"Being a QNX distributor gives us the tools and support to better serve our customers. We've gained an important competitive edge."*

**Srinivas Shekar,**  
Director-Technical, SPA Computers Ltd, Bangalore, India

## SOLUTIONS NETWORK AT A GLANCE

PROGRAM ELEMENTS	CHARTER	PREMIER
Use of Charter Logo	X	
Use of Premier Logo		X
Use of Standard Support Plan	X	X
Use of Bronze Support Plan		X
Basic Web Portal Service	X	
Advanced Web Portal Service		X
Invitation to QNX Conference	X	X
Invitations to Executive Briefings	X	X
Access to select QNX products	X	
Access to all QNX products		X
Sales lead referral	X	
Priority sales lead referral		X
Participation in co-marketing		X
Access to become QNX Approved Training Center		X

## GROW WITH THE EMBEDDED RTOS LEADER

When you join the QNX Solutions Network, you can enhance your credibility – and your bottom line – by capitalizing on one of the embedded world's most recognized and respected brands.

The QNX Solutions Network offers you access to a growing market, superior products, accreditation programs, world-class support and services, and more. If you're prepared to be a valuable part of our success, we'd like to be a valuable part of yours.

To discuss how the QNX Solutions Network can boost your business and increase the loyalty and satisfaction of your customers, please email us at [distribution@qnx.com](mailto:distribution@qnx.com).



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## CONTACT QNX

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