

INTEGRATORS • INSTALLERS • RESELLERS

Earn recurring revenue from the sites you support.

You quote the site, you fit it, you support it and you bill it. We never sell around you, and the renewal stays on your books for as long as the customer stays with you.

- ✓ Sell it on the camera, panel and reader brands you already fit.
- ✓ You bring a site on in about 15 minutes, with no port forwarding to argue over.
- ✓ Monitoring is not bundled, so you keep the alarm-receiving centre you use.



THE FOUR TIERS

Your discount rises as you grow.

You buy at your tier and set the price the customer pays, so the tier stays between us. Nobody is asked to commit to a volume before they have sold anything: everyone starts at Authorised and moves up on what they win.

 Authorised 10% You resell occasionally and want to test the water. Partner portal, training and marketing material	 Bronze 20% TetherX is a regular line on your quotes. Co-branded portal, shared leads, quarterly review	 Silver 30% You are building a practice around the platform. Priority leads, marketing fund, early access	 Gold 40% You lead with TetherX and we plan the territory together. Territory rights, roadmap input, founder 1:1
--	--	--	---

Discount off list price. Each tier carries an annual subscription target, quoted in your currency.



 Your customer never sees the tier and runs the same full platform whichever rung you are on.	 Certification comes with the tier - self-paced modules plus live Q&A, two engineer seats included.	 A shorter route to us at every rung, from the shared queue at Authorised to a named manager at Gold.
 Revenue that compounds You bill from the first camera and keep billing. Average customer retention is seven years. You quote the recurring services and support each customer needs.	 70% fewer callouts Your engineers diagnose compatible devices remotely and prepare the right visit when on-site work is needed.	 One named contact Your onboarding contact explains the support route for your tier and helps you prepare the first customer site.

-  **ISO 27001 and SOC 2 cloud**
-  **UK and Australia built**
-  **Unmetered events**
-  **Free customer training**

INTEGRATORS AND RESPONSE OPERATORS ALREADY SELLING TETHERX



SUPPORT

The desk behind you **steps up too.**

Every tier reaches a TetherX engineer, and the higher the tier the faster and more direct that route becomes. Our teams answer from the UK and Australia during their own business hours.

-  **Level 1** - in-platform messaging or email and the knowledge base, answered within 48 hours.
-  **Level 2** - phone and remote assistance from a technical specialist, answered within 24 hours.
-  **Level 3** - a named account manager, priority escalation and a 4-hour response.

FROM APPLICATION TO FIRST SITE LIVE

3 steps

- You apply** - three short steps on tetherx.io Day 0
- We reply** - a named channel contact 3 days
- Your engineers certify** - modules plus live Q&A Week 1
- Your demo goes live** - free, on up to three of your sites Week 2
- First customer site** - quoted and billed by you **YOUR DEAL**

Reply times are business days. Your customer can trial it for 30 days before they sign.

INCLUDED AT EVERY TIER

What you get on top of **the discount.****Engineer certification**

Your team learns the platform on the same modules the Gold partners run on, then certifies. Two seats come with the tier and we open more on request.

**Leads routed to your patch**

We route customer enquiries to partners whose territory and specialism match the job.

**Your logo on their login**

The customer signs in to your brand every day, on the browser and the mobile app. From Bronze upwards.

**Quoting inside the portal**

Work out the per-camera maths, bundle your own services on top and hand the customer a finished quote PDF without opening a spreadsheet.

**Demo it, and let them trial it**

You get a free demo system on up to three of your own sites, and it stays free while you are a partner. Your customers can then run a 30-day free trial on their own sites, so nobody signs anything before they have seen it working.

**A short partner list, deliberately**

We sign a handful of partners per region, vertical and niche, so you rarely meet another TetherX partner on the same job and the leads we route have somewhere obvious to land.

SERVICES YOU BUNDLE AND BILL ON TOP OF THE SUBSCRIPTION

Cloud recording

Video and audio AI analytics

ANPR

Access control integration

Alarm integration

Environmental monitoring

Custom dashboards

Weekly and monthly reports

2,000+

Sites running
on the platform

17,000+

Camera models
already integrated

90%

Fewer false alarms
reaching the operator

99.9%

Uptime target
on the cloud platform

SELL IT ON THE KIT YOU ALREADY FIT



1,000+ integrations - any ONVIF / RTSP camera, alarm panels over SIA / Contact ID or a direct USB / serial link, Paxton and 2N access, and into the ARC your customer already uses

OPEN A PARTNER ACCOUNT

Plan your next **site with us.**

BOOK A WALKTHROUGH

tetherx.io/demo

sales@tetherx.io

UK +44 (0)208 099 6260

AU +61 (0)2 7248 6439

US +1 (438) 800 6446