



FlashPoint ShareDrives OEM Advantage Partner Program™

The OEM Advantage Partner Program is a means for our OEM partners to start marketing ShareDrives without an upfront OEM cost to enter the program. This is a four tier program with four levels. The 4 tier program was developed to help you sell ShareDrive products in your own brand name. The program provides your company with discounts based on the annual level of purchases. Xmultiple will provide you with the necessary tools to start your ShareDrive sales with a low cost. We will help you succeed to take your product to market quickly. The OEM Advantage Partners Program includes branding the products in your company's name, logo, reseller pricing, promotions, marketing materials, and telephone support. We want to partner with you in adding to your bottom line!

The program includes:

Partner Demo FlashPoint ShareDrive Units - This provides the OEM Advantage Partner a policy to purchase, any FlashPoint ShareDrive product at a discounted price. Terms and conditions vary slightly with product.

OEM and Reseller Advantage Program Pricing – Xmultiple provides you with our low reseller pricing.

Xmultiple Authorized Reseller Listing - As a participant in the Xmultiple OEM Advantage Partners Program™, your business will be listed in Xmultiple's FlashPoint ShareDrives Partners Database and referred to potential customers.

Corporate Shipping Program – Xmultiple will drop ship to your corporate customers, saving you time and money with no shipping and receiving hassles. (Pre-approval required). Shipping must be prepaid.

Dedicated Technical Support - We know your time is valuable and putting you on hold is something we want to avoid. As a member of the program, you are entitled to priority technical support service with no waiting.

Dedicated Marketing Support - Our Marketing team will be there to assist you in ordering marketing materials and help you utilize this program to your maximum benefit.

- FlashPoint ShareDrives Channel Partners Listings
- Marketing materials
- Materials such as brochures, product information and much more.
- Low pricing for demo units.

Summary - The OEM Advantage Program

This program is designed to meet the specific needs of OEMs competing in a global market, the FlashPoint ShareDrive OEM Program encompasses a variety of initiatives to help simplify the OEM processes, strengthen communications, and fulfill unique product and service requirements. As the pioneer of Sharing-On-The-Go (SOTG) technology and the visionary force and architect of FlashPoint ShareDrives, we offer innovative technology and hardware solutions for SOTG products.

Some of the Advantages

Price advantage: Due to lower production costs in Asia as compared to the United States and Europe the savings to be had by moving production to the Far East are considerable.

Xmultiple staff controls the production: Our offices and our experienced staff at our manufacturing locations in United States, China & Taiwan act as your representatives. We supervise the manufacturing and take care of issues arising during the process.

Long-term partnership and commitments

Xmultiple has a stake in FlashPoint ShareDrive OEMs being successful. Xmultiple has partnered with OEMs to produce Sharing-On-The-Go (SOTG) products for numerous industries (Telecommunications, Education, Automotive). Xmultiple supports four phases of the customer OEM projects (Development, Testing, Deployment, Maintenance).

A successful project

Xmultiple can work with OEMs to develop a production level geared to your needs. Xmultiple offerings services to OEMs are low cost. The services includes requirements

review, architecture/design (if required) , implementation, test and operational transition. The customer can utilize these services to reduce their time to market.

Xmultiple is a technology innovator

OEMs are constantly looking for advantages over their competition. They must constantly be looking at new technologies to maintain a competitive advantage. OEMs need a vendor that is able to create and drive technologies. FlashPoint ShareDrives are the most state of the art flash memory devices on the market today.

Required long-term support services

Xmultiple can provide custom tailored support to meet the needs of our OEMs. We recommend companies use our standard FlashPoint ShareDrives with no modifications of hardware or software. However, Xmultiple can offer hardware and software changes utilizing our engineering staff. The cost of these changes will be quoted upon request. We will meet your requirement whether you use our standard designed products or need changes.

4 Tier’s of the OEM Advantage Program – Level1, Level2, Level3 and Level4

The OEM Advantage Partner Program allows partners to participate on a variety of levels, based on their annual volume of purchased

Xmultiple OEM Advantage 4 Tier Program			
Level 1	Level 2	Level 3	Level 4
<ul style="list-style-type: none"> • Superior Product Pricing • Product Customization • Dedicated Xmultiple Program Manager • Product Training • Dedicated Sales and Technical Support • Consulting Services • Advanced Notice of New Products 	<ul style="list-style-type: none"> • Aggressive Product Pricing • Product Customization • Dedicated Xmultiple Program Manager • Product Training • Dedicated Sales and Technical Support • Advanced Notice of New Products • Marketing Incentives 	<ul style="list-style-type: none"> • Discounted Product Pricing • Product - No Customization • Marketing Incentives • Product Training • Full Access to Support Staff • 1-Year Product Warranties 	<ul style="list-style-type: none"> • Discounted Product Pricing • Product - No Customization • Marketing Incentives • Product Training • Full Access to Support Staff • 1-Year Product Warranties

<ul style="list-style-type: none"> • Low Tooling Charges for Custom Designs • Concept Enclosure Designs Provided • Marketing Incentives • Full Access to Xmultiple Technical Staff • 1-Year Product Warranties 	<ul style="list-style-type: none"> • Full Access to Xmultiple Technical Staff • Low Tooling Charges for Custom Designs • 1-Year Product Warranties 		
<p>Requirements of an Authorized Level 4 OEM Partner include:</p> <ul style="list-style-type: none"> • Annual Purchases of \$1M to \$2.5M • Provide first-tier technical support • Complete a Level1 OEM Partner Application 	<p>Requirements of an Authorized Level2 OEM Partner include:</p> <ul style="list-style-type: none"> • Annual Purchases of \$500,000 to \$1M • Provide first-tier technical support • Complete a Level2 OEM Partner Application 	<p>Requirements of an Authorized Level3 OEM Partner include:</p> <ul style="list-style-type: none"> • Annual Purchases of \$100,000-\$500,000 • Provide first-tier technical support • Complete a Level3 OEM Partner Application 	<p>Requirements of an Authorized Level4 OEM Partner include:</p> <ul style="list-style-type: none"> • Annual Purchases of \$5,000-\$100,000 • Provide first-tier technical support • Complete a Level4 OEM Partner Application