

# Promote your integrations with Geotab in our Marketplace



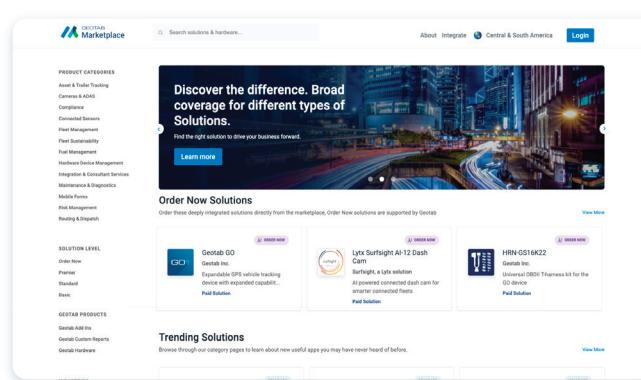
Geotab introduces Basic Marketplace Partner, a new tier in the Marketplace designed for any company to take advantage of the functionalities of Geotab's open platform and SDK, to integrate their solutions within our platform and make available to our customers their entire ecosystem of telematics tools. To this end, Geotab has focused its efforts on offering its partners a wide variety of plans that allow them to strengthen their integrations in our platform.

## Basic Marketplace Partner: quick and easy integrations

Thanks to the features of this new tier, any company can integrate its solutions within Geotab's open platform, and be able to exhibit it in our Marketplace portal in an agile and simple way. This is especially useful for those companies that have specific sales opportunities in very tight deadlines, or need to urgently cover a specific market niche. In this way, the companies that require it can begin to integrate their solutions quickly, taking the first step to enjoy the advantages of working with Geotab:



Partners that enter this tier will have some exposure on the Marketplace website, although less than the other segments.



Entry-level solutions will show some level of integration with Geotab, which adds value for both customers and partners.



Partners will have complete freedom in the sales or marketing processes of their integrations.



Partners will be able to add the description of all the solutions they have integrated into the Marketplace.



The integrations will be available to customers in considerably less time since Geotab will not have to verify the tech of these solutions.

## An ecosystem that adapts to your company's needs

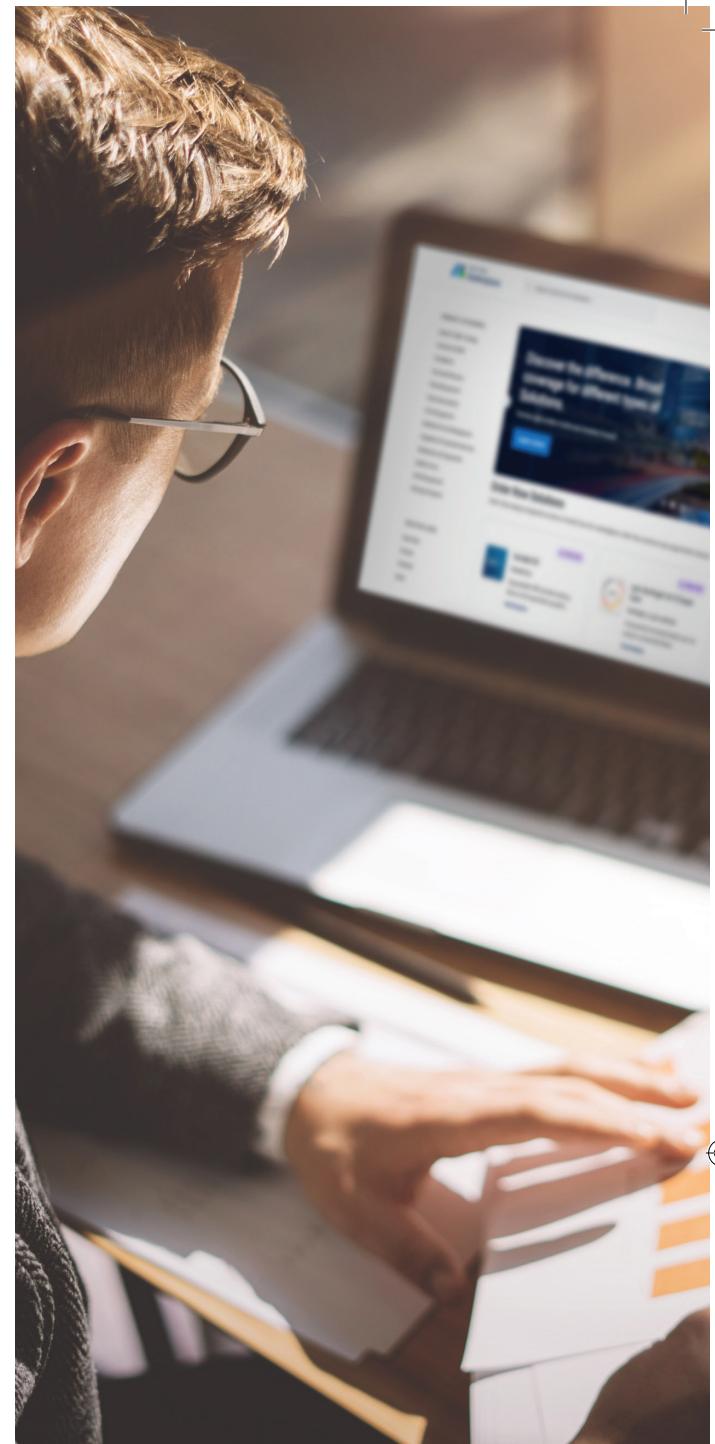
Of course, in addition to the new Basic Marketplace Partner mode, Geotab partners continue to have access to the following segments tailored to their unique characteristics and specific needs:

**Standard Marketplace Partner:** Perfect for a solid integration within our ecosystem. Solutions are thoroughly reviewed from a legal, technical and security point of view, leaving room for enhancement and expansion of functionalities. This modality offers the opportunity to develop closer relationships with our ecosystem of distributors.

**Premier Marketplace Partner:** Partners have a deep and solid integration with highly demanded solutions in the market. In addition to offering further development of relationships with our reseller network; go-to-market strategies, sales incentive programs and participation in marketing activities are also included.

**Order Now Marketplace Partner:** Integrations in-app (that undergo a thorough selection process to align your solution), billing, support and fulfilment methods with Geotab to provide a seamless ordering experience. These partners meet all the requirements and provide the resources necessary to fully partner with Geotab.

Get started now and grow your business by joining Geotab's thriving Marketplace ecosystem!



## Customise your solution

Access the largest telematics ecosystem of integrated third-party hardware and software solutions. Find mobile applications, hardware add-ons, software add-ons and more in the Geotab Marketplace. Maximise your return on investment with Geotab's extension options. Can't find what you're looking for? Use our SDK and API to create your own custom solutions to meet your business needs.

**myGEOTAB**

 **GEOTAB Marketplace**

 **My Geotab SDK**

You must select the correct Geotab hardware suitable for the specific vehicle use and installation environment. For installations where exposure to the elements (e.g. liquids, dust, pressure washing or interior wet cleaning) is anticipated, choose the GO RUGGED device (GR8 is rated IP67, and GR9 is rated IP68 and IP69K). For additional information on environmental contaminants, please refer to the applicable installation instructions in the Important Safety Information and Limitations of Use document.



**Scan the QR code to get more resources, and learn what Geotab can do for you.**