

JOIN THE HIBOX GLOBAL PARTNER NETWORK

Become a Hibox Reseller: Grow Your Business with a Platform Built for Healthcare

Hibox partners with system integrators, healthcare technology providers, and Pro AV specialists who want to deliver complete, future-ready digital Patient Engagement and Entertainment solutions, backed by a proven platform, a structured path to enablement, and real ongoing support.

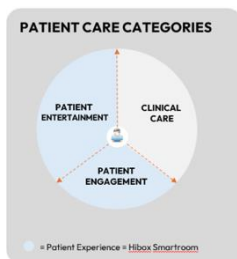
IT ALL STARTS WITH A CONVERSATION

As healthcare providers accelerate digital transformation, demand for connected patient engagement, communication, and entertainment keeps growing. Hibox lets you expand your offering with a platform built for long-term scalability and measurable patient impact, strengthening customer relationships and unlocking new opportunities in software, integration, services, and modernization.

ONE PLATFORM FOR PATIENT ENGAGEMENT AND ENTERTAINMENT

Patient care sits across three categories. Hibox operates in two of them; patient entertainment and patient engagement, which together we call Patient Experience. We do not operate in clinical care, and nothing on our platform is positioned, marketed, or built to replace a clinical system.

OUR SOLUTION SCOPE



COVERING ALL USE CASES



TRUSTED BY HEALTHCARE



LET'S BUILD A SOLUTION YOU CAN POSITION, MARKET AND SELL

By adding patient engagement and entertainment to your portfolio, you can open new revenue opportunities, expand into new geographies, strengthen your position with existing customers and become a more strategic technology partner. We provide the solution, expertise and support. You bring the customer relationships and market knowledge. **Together, we can turn an emerging healthcare need into a solution you can confidently position, market and sell.**

"Together, we build the hospital of the future." That's the standard we hold every partner relationship to, from the first conversation to the customers you win together. As your partner, we are committed to ongoing collaboration, innovation, and hands-on support, helping you respond to changing customer needs and turn new opportunities into successful business.



Rasmus Almqvist

VP Global Sales, Hibox Systems

Ready to join the Hibox partner network?

1

Become a Reseller

2

Reseller Bootcamp

3

Partner Roadshow

Becoming a Hibox reseller starts with a conversation and leads to a structured path: the Reseller Bootcamp equips you to sell with confidence, and the Partner Roadshow turns that readiness into real customer demand.

BECOME A HIBOX PARTNER

Hibox Bootcamp: From Signed Partner to Confident Seller, in One Day

Before you run your first customer demo, we make sure you don't have to guess. One intensive day at Hibox HQ gives you the product knowledge, a live demo environment, and a real go-to-market plan for Care Flow, Care Room, and Care Point.

IT ALL STARTS THE DAY YOU SIGN

Every new Hibox partner is invited to the Reseller Bootcamp: structured, hands-on training built around one goal — turning a signed agreement into real selling capability, fast. No lengthy ramp-up, no guesswork. You leave knowing how to position, market, demo, trial, sell, deploy, and support the full Hibox platform, backed by a concrete go-to-market plan from day one.

YOUR DAY AT HIBOX HQ

One day at Hibox HQ in Turku, Finland. Everything you need to walk out selling with confidence, not just aware of the product, but ready to demo it yourself.

THE AGENDA

- 30 min** Welcome & opening words
- 30 min** Objectives for the day
- 3 hrs** Platform, UX & feature deep-dive
- 1 hr** Lunch, on us
- 1 hr** Hands-on: build your demo environment
- 3 hrs** Licensing, sales, marketing & support enablement
- Evening** Wind down with the team over dinner

WHAT'S COVERED

Hibox Healthcare Platform

Digital Signage & Solutions for Patient Spaces

Public signage, check-in kiosk, wayfinding, doorway displays.

Room Based Solutions

Entertainment (TV/EPG, VOD, casting, audiobooks), meal ordering, language selection, feedback, info pages, sign language, nurse call.

Bedside Solutions

Bedside terminals, portable tablets, 3rd party solutions

Eligibility & What Comes Next

Who Should Attend

- Designated Product Manager at partner
- Solution Sales Lead at partner
- Solution Marketing Lead at partner

PREREQUISITES

- Registered as a Hibox reseller
- Preliminary go-to-market plan for the solution
- Existing customers in healthcare

After the Bootcamp

- 4-week structured onboarding program
- Ongoing biweekly cadence with your Hibox partner team
- Eligible for Partner Roadshow funding (up to €750/event)
- Direct line to marketing & sales support, whenever you need it

The Bootcamp is where a signed partner becomes a selling partner. You don't leave with slides, you leave with a working demo, a plan, and the confidence to use both. From here, we stay alongside you, turning that first opportunity into a pipeline of customers, new ideas, and long-term growth together.



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VP Global Sales, Hibox Systems

Ready to start selling with confidence?

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Become a Reseller

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Reseller Bootcamp

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Partner Roadshow

Becoming a Hibox partner puts you on a fast, guided path from signed agreement to real customer conversations — starting with a single day at Hibox HQ. You leave equipped with more than confidence: a real demo environment, a clear plan for your sales and marketing actions, and a structured way of working with the Hibox team going forward.

From Bootcamp to Sales Engagements: The Partner Roadshow

How Hibox turns Reseller Bootcamp training into real customer demand. Six partner-led events that build pipeline, skills, and market insight.

IT ALL STARTS WITH THE BOOTCAMP

Every new partner completes the Hibox Reseller Bootcamp: structured, hands-on training that covers how to position, market, demo, trial, sell, deploy, and support Care Flow, Care Room, and Care Point with real confidence. It's built around a concrete go-to-market plan from day one, so your team leaves not just trained, but genuinely ready to sell.

A PARTNER-LED ROADSHOW

Six live demo events. One per month. Across your region, turning bootcamp training into face-to-face customer demand, real conversations, and a pipeline you can watch build in real time.



Public Space Solutions
Reception & Wayfinding



Care Room Solutions
In-room entertainment



Bedside Solutions
Bedside engagement

6

live demo events

1 / month

event cadence

10+

demo attendees (pre-listed) = leads,
per event minimum

750€

Hibox contribution
per event

Who Does What

The Partner Owns

- Sources, delivers & sets up demo hardware
- Runs and hosts each event on the ground
- Sales & marketing leads manage promotion and registration
- Empowers their own salespeople to build pipeline

Hibox Provides

- A ready-made landing page for marketing & registration
- Every registration routed to partner + Hibox contact
- €750 one-time contribution per event (up to €4,500 across 6)
- Bootcamp-based guidance and support, whenever needed

Industry events create exposure; targeted roadshows create sales conversations. Instead of paying to reach hundreds of people who may never buy, with roadshows, you invest directly in the customers, decision-makers, and opportunities that matter.



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The more you demo, the more opportunities you create.

1

2

3

Reseller Bootcamp

Partner Roadshow

Every customer engagement builds your pipeline, sharpens your team's expertise, and deepens your understanding of what customers actually need, turning a single roadshow into a lasting competitive advantage.