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ELEVATE PARTNER SUMMIT – 2023

David Markland – Vice President, AirLink® Networking Solutions

Registration Changes

- **Services Allocation Separated from ALMS Device Registration**

  Removes need for devices to be registered in ALMS prior to services being added

  Moves to Serial number based registration

  Significantly smooths services processes

  Targeting completion end of mid-November

- **RMA Process Improvements**

  Simplifying the process of how we handle RMAs

  Both internally and externally

- **ALMS Reseller Accounts**

  Great feedback from the Partner community

  Updating requirements based on feedback

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LX Volume Pricing

	Order Volume	Discount (End User)	LX40 LTE	LX40 Wi-Fi	LX60 LTE	LX60 Wi-Fi
Current MSRP			**$359**	**$429**	**$479**	**$569**
Volume Pricing*	10-49	17%	**$299**	**$386**	**$431**	**$512**
	50-499	28%	**$259**	**$309**	**$345**	**$410**
	500+	45%	**$199**	**$236**	**$263**	**$313**
Services Included			1yr ALC	1yr ALC	1yr ALC	1yr ALC

- **Orders must be placed by the customer on the reseller for the specified volume for a single delivery e.g. Customer shipment of 50 units – qualifies for 50-499 pricing.**

- **Deal registration required for access to volume pricing.**

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