



Brian Taney “BT”

CEO, GetWireless

ELEVATE PARTNER SUMMIT – 2023

Welcome to Key West



**Thank you for
joining us!**

- Client Partners
- Manufacturer & Carrier Partners
- GetWireless Events and Marketing Team



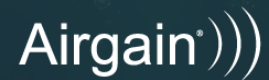
TITLE SPONSORS



GOLD



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BRONZE



GetWireless Facts

FAST 50
MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

Inc. 5000
America's Fastest Growing Private Companies

Supplier to



AT&T, FirstNet, & SPEED

20%

Avg. YOY Growth Since 2001



Distributor to 8
Publicly Traded IoT
Technology Companies

400K+

Devices Shipped per Year

Key Distributor



of Wireless Routers

Tier-1 VAD in



Verizon Partner Program

NASPO & GSA



Government Contracts

T-Mobile for Business



Partner Program

One company. Three brands.



Changing the game in Distribution.



What's New at GetWireless?

- **Merged with Alliance Corp in November 2022**
 - **Creating a Value-Added Distribution Platform that Spans the Spectrum of Telecom**
 - 30-year-old distribution company with Canadian footprint
 - Alliance Distributes Fixed and Infrastructure Solutions
 - In-Building / Non-Cellular Broadband / Network Infrastructure
 - GetWireless Distributes Mobility and IoT Solutions
 - 4G/5G Routers / Boosters / POTS Line Terminals / Antennas
 - IMEI + SIM + Tier 1 Operator = GetWireless



What's New at GetWireless?



Merged with Alliance Corp in November 2022

- Different, but complementary resale communities
- Working to create more awareness around the Alliance portfolio
- Developing cross-marketing and cross-educational opportunities
- Delivering "Fast-Track" on-boarding for existing Partners
- Strong commitment to customer service and support



What's New at GetWireless?



Acquired Tescro Technologies in July 2023

- 40-year-old company with solid market reputation
- Thousands of vendor and customer relationships
 - In-Building / Non-Cellular Broadband / Network Infrastructure / LMR
- eCommerce platform
- Focusing on streamlining the Tescro Business
 - Vendor assessment (350 Vendors)
 - Business segmentation (10-12 Segments)
 - Empowering efficiency



What's New at GetWireless?



Acquired Discountcell in September 2023

- NASPO Government Contract
 - Shorten sales cycles – without RFP's or Multiple bids
- Texas DIR Government Contract
- Managing the GetWireless GSA Government Contract
- Focusing on channel partner engagement as part of Value-Added Distribution
 - All new inquiries will be handled in cooperation with the resale community
 - Working with Manufacturers to absorb the NASPO fees via SPA



What's New at GetWireless?

- **Executed a VAD Agreement with T-Mobile**
 - Now able to deliver connectivity services in cooperation with all three Tier 1 Network Operators
 - T-Mobile
 - Verizon Wireless
 - AT&T/FirstNet
 - Rapid payout to partners
 - Advantageous compensation model
 - High compensation rate against submissions



What's New at GetWireless?

- **Launched our new ERP and Accounting System**
 - **Microsoft Finance and Operations (FNO)**
 - More Efficiency
 - More Visibility
 - More Reporting
 - More Order Capacity
 - Allows us to incorporate into and grow with other Systems



What's New at GetWireless?

- **Finalizing a Strategic Financing Program with Mitsubishi Capital**
 - Empowers our partners to elephant hunt
 - Financing based upon end customer's credit worthiness
 - Net 60-day terms for the end customer
 - Credit Liability Insurance is included
 - Simple 1% Fee (of invoice value)



What's New at GetWireless?

- **Created a Strategic Partnership Program with F3 Engineering**
 - Providing Engineering Services
 - Schematic Review
 - Antenna Review
 - Requirements Review
 - Certification Review
 - Shortens sales cycles and advances projects
 - Simplified Billing = 4 hours for \$500



GetWireless Engineering Services by F3 Wireless

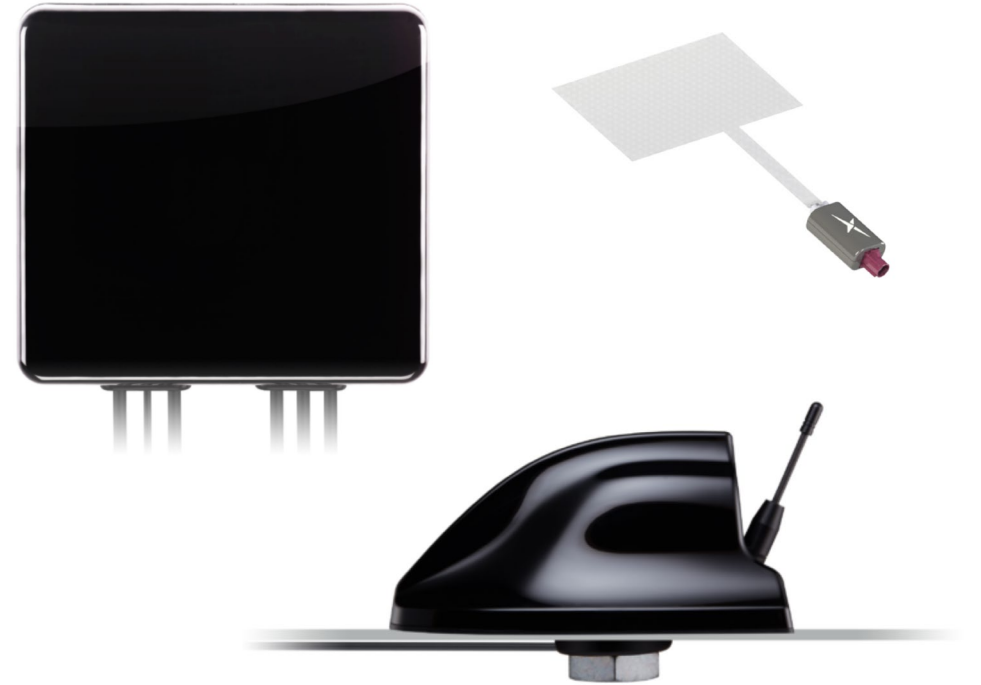
GW1 EMI/EMC Review Engineering Schematic Review that produces comprehensive EMI and EMC reporting. 4 hours, \$500	GW2 Antenna Review Antenna Suitability Review includes an antenna design report and a review of the associated circuitry in relation to the antenna design. 4 hours, \$500
GW3 Design for Testing Device and Design Review for certification, DVT & Manufacturing readiness. 4 hours, \$500	GW4 Certification Planning Engineering Planning to ensure safety, security, reliability, and interoperability. 4 hours, \$500
GW5 Requirements Review Requirements Review ensures products meet the necessary functional requirements, meet industry standards and regulations, improve the overall design, manage stakeholder expectations, and reduces cost and time to market. 4 hours, \$500	GW6 Unconscious Bias PCB Layout Review ensures the product design meets the necessary requirements for functionality, signal integrity, manufacturability, and reliability. 4 hours, \$500

These Engineering Services address and solve for the most common hurdles in getting design and development projects to production. F3's focused team of Hardware, Layout, Firmware, and Mechanical Engineers will apply their expertise to each of these Engineering Services to guarantee a rapid and accurate path forward. Reach out to your GetWireless Account Manager today to start the conversation.



What's New at GetWireless?

- **Added Taoglas Antennas to our Portfolio**
 - Dedicated to channel business
 - Running vast majority of U.S. business through channel
 - Building a formalized a channel program
 - Mobility and Industrial Antennas
 - Embedded Antennas



What's New at GetWireless?

- **Relaunched HPUE with Nextivity (Assured Wireless)**
 - New MegaFi Router with WiFi and GPS
 - Single-Box Solution
 - Fully-Kitted with Antenna(s)
 - Transmit Power 31 dBm Gain (vs 23 dBm Gain)
 - Available for:
 - Government Agencies
 - FirstNet Primary Users
 - FirstNet Extended Primary Users



What's New at GetWireless?

- **Launching Bipom Cat M1/NB-IoT & LoRa Sensors**

- Indoor Sensors
- Outdoor Sensors
- Long Battery Life (10 Years)
- Economical Cost (Sub-\$100)
- Great opportunity to drive more Connectivity Services Revenue
 - Will be certified on Verizon Wireless, AT&T, and T-Mobile



- 20+ Sensor types including
 - Temp/Humidity
 - Air Quality
 - Light
 - Water
 - Tilt
 - Pressure
 - Sound
 - Distance
 - Battery Level
 - Open/Close

What's The Same at GetWireless?

- **Dedicated Focus on:**
 - Collaboration & Joint Engagement
 - Customer Service
 - Product Expertise
 - Technical Support
 - Cooperative Marketing (Lead and Demand Gen)
 - Training & Education
 - Open Lines of Communication
 - Voice of Customer/Feedback
 - Comprehensive Inventory Position
 - Caring about you, your organizations and your reputation in the marketplace





THANK YOU

Brian Taney – CEO

