



Demo Program

Increase your sales opportunities with the latest high performance broadband microwave and wireless demo equipment from Proxim Wireless. We offer our channel partners 60% off List Price* on our demo equipment from all product families so that our Channel Partners are enabled to demonstrate Proxim solutions to the end customer, as well as showcase their own sales and technical capabilities. Successful leverage of the Proxim Demo Program will help accelerate the sales cycle and result in increased sales revenue and customer satisfaction.

Participation Eligibility

The Proxim Demo Program is available to all registered Channel Partners (Wireless, Gold and Platinum) across all regions. A partner ID is required. To find out more about how to join our Channel Partner Program and how to sign up, please visit <http://proxim.com/partners/becomepartner/>.

Demo Kit Quantity Limitation

- Each Proxim Channel Partner may purchase one Demo Kit for each product line every 12 months. Each Demo Kit consists of different products and quantities as described below:
 - a. For each Point-to-Point product line, the Demo Kit includes one (1) link
 - b. For each Point-to-Multipoint product line, the Demo Kit includes one (1) base station AND two (2) subscriber units
 - c. For each WLAN product line, the Demo Kit includes one (1) unit of any hardware
- Demo Kits are only available for Proxim hardware and select accessories and software. ServPak is not eligible for Demo discount.
- Demo Kit is not for resale purpose.

Pricing and Ordering Procedure

- Proxim Demo Kits are priced at 60% off List Price (MSRP)*. Please contact your Proxim Authorized Distributor for detailed pricing information and the list of eligible demo products.
- Partners are required to submit a Demo Kit Registration online at <http://proxim.com/partners/demo-program> for review. Upon approval, partners will receive a unique Demo Kit Registration Number that they need in order to receive the demo kit discount.
- Partners are required to provide the Demo Kit Registration Number to their chosen Proxim Authorized Distributors in order to receive the demo discount on their purchase.
- For a list of Proxim Authorized Distributors in each region, please visit: <http://proxim.com/partners/distributor/>
- Proxim reserves the right to request additional information and reject any demo kit request if participation eligibility or quantity limitation is violated.

Please feel free to email us at demoprogram@proxim.com or contact your Proxim Regional Sales Management Team for any further questions about our Demo Program.

**For CALA region, the demo kit price is 60% off list Price FOB USA*