



# Industrial Partner Program

Innovating to Transform  
Operations Together

Our industrial partners bring a wealth of experience in making new technologies operational in the toughest environments, and they're critical to ensuring that customers get real value out of Samsara technology. The Samsara Partner Program is designed to help them reach and deploy to more customers, faster.

## — 01

### **REACH MORE CUSTOMERS**

Accessible, user-friendly IIoT technology opens up new applications in new verticals growing the total addressable market for our partners.

## — 02

### **DELIVER OUTSIZED IMPACT**

With remote monitoring that's easy to install and use, Samsara enables partners to build scalable managed services that drive recurring revenue and profitability.

## — 03

### **ACCELERATE YOUR SALES CYCLE**

A simplified technology stack allows our partners to demo and deploy our technology faster for shorter time to revenue.

## — 04

### **PROMOTE YOUR BUSINESS**

Promote your service offerings with co-branded materials. Ready-to-use resources and tools are available to help your teams engage more customers.

**APPLY TODAY** —>

# Join the Samsara Partner Program

It's easy for any partner to take advantage of our partner tools and resources as a registered partner or a certified partner looking for greater expertise with our products.

## APPLY TO BE A REGISTERED SAMSARA PARTNER

By registering, you gain full access to our Partner Portal for additional documentation and best practices to help you leverage, position, and sell Samsara more effectively.

- ▶ Become a Samsara regular referral for customers looking for integration and other services
- ▶ Get regular partner updates about new Samsara products and features
- ▶ Engage customers with co-brandable marketing resources

## APPLY TO BE A CERTIFIED SAMSARA PARTNER

Samsara provides additional resources to partners who complete our Flywheel Certification Program consisting of a self-guided lab, Samsara on-site training, and customer ride-along.

- ▶ Become a Samsara preferred referral for customers looking for integration and other services
- ▶ Gain access to exclusive enablement, training sessions, and quarterly leadership updates
- ▶ Meet with the Samsara team for pipeline reviews
- ▶ Get additional technical resources, including dedicated engineering support

## HOW TO APPLY

Visit [www.partners-samsara.com](http://www.partners-samsara.com) to apply to be a registered or certified partner today.