

Channel Partner Program Guidelines

1. **Channel Partner Eligibility:** Caliber Channel Partners registered with Caliber and in good standing are eligible to participate in the Opportunity Registration Program. The Caliber Channel Partner Registration form is available via the following link. [Click Here.](#)
2. **Opportunity Requirement:** Eligible opportunities must fulfill the following requirements:
 - a. Over \$50,000 in value to Caliber.
 - b. Unreleased RFP/RFQ and/or the opportunity is in the appropriate sales stage.
 - c. Opportunity is not known or currently being pursued by Caliber or one of its affiliates.
 - d. Confirmed to be valid opportunity by Caliber.
3. **Form Submission:** Channel Partner must complete a Opportunity Registration / Questionnaire Form (ORQF) for each opportunity referred and submit to partners@caliberpublicsafety.com. The ORQF forms can be downloaded using the following link. [Click Here.](#)
4. By submitting an ORQF, the channel partner agrees with the Caliber Channel Registration Program guidelines.
5. **Approval:** Submitted **ORQFs** do not constitute accepted or approval without acknowledgement from Caliber via email that the opportunity has been accepted. Caliber shall have ten (10) business days to accept or reject the opportunity. ORQFs that do not receive a response within ten (10) business days shall be considered not accepted. Full approval will be granted with a deal registration date of 12 (twelve) months after the date of approval. Authorization is subject to Caliber's sole discretion and may not be awarded in certain circumstances on the basis of following factors:
 - a. Qualified Channel partner in good standing.
 - b. Timeliness of Opportunity Registration.
 - c. Completion of **ORQ** form and adherence to section 2 of this document.
 - d. Compliance with executed Caliber Channel Partner Agreement between Caliber and Referrer.
6. **Opportunity Commission:** If approved and if the channel partner continues to meet the requirements of Caliber Channel Registration Program, the Channel Partner will receive an opportunity commission on registered opportunities. Commissions will be calculated on up to \$1.5 million of the opportunity value, excluding maintenance, partner solutions, estimated travel, and sales / tax as applicable. Opportunity commissions will be based on the Opportunity Incentive Plan Tier and channel partner's sales efforts during the opportunity. Caliber retains the right to modify or cancel opportunity commissions in light of the actual work completed by the Channel Partner. The Opportunity Incentive Plan Tier is available for review at the following link. [Click Here.](#)
7. **Channel Partner Responsibilities:** Channel Partner will use its good faith efforts during participation of the program to pursue registered opportunities. Violation of program requirements or breaches in good faith efforts may result in suspension from the Channel Partner program, termination from the Channel Partner agreement and / or termination of registered opportunities.
8. **Term:** Approved **ORQFs** will expire in 12 (twelve) months after the date of approval. Channel Partner may request extension on an approved **ORQF** by demonstrating their continued sales effort adds significant value towards the closure of the opportunity. Opportunity extension requests will be reviewed by Caliber and responded to within ten (10) business days.
9. **Limitations:** Caliber may not award **ORQF** approval under certain circumstances including but not limited to government contract compliance agreements.
10. **Program Changes:** Caliber reserves the right to revoke the Channel Partner program at any time. Previously approved **ORQFs** will remain in effect.