

A close-up of two hands shaking in a firm grip, symbolizing partnership and collaboration. The background is a dark blue field with a glowing, wireframe globe composed of interconnected dots and lines, representing global communication and technology.

Partner with the global
leader in mission-critical
control room communication

Shape the future of operational resilience
through trusted collaboration

FREQUENTIS
FOR A SAFER WORLD

Driving growth through strategic partnerships

At Frequentis Public Safety, partnership means shared success. Our reseller programme connects experienced system integrators with the global leader in mission-critical control room communication.

We provide high-end technology, a strong brand, and decades of experience.

You bring local expertise, technical know-how and customer proximity. Together, we deliver next-generation control room solutions that enhance safety and efficiency for public safety, utilities, transportation, and critical infrastructure.

**Our joint mission:
to build a sustainable ecosystem
where innovation, performance, and
customer value thrive.
For a safer world.**





Unlock local potential with global strength

Who we are looking for



We welcome system integrators who have a strong interest in complex IT environments and aim to deliver high-quality solutions across the entire lifecycle of customer projects. Ideally, partners have strong access to public safety, utilities, transportation, or critical infrastructure markets and the ambition to invest in long-term, scalable business opportunities focused on shared revenues and mutual growth.

How we onboard you



Our sales enablement programme includes product training focused on USPs, value proposition, success stories, conducting demos, and preparing price calculations. Technical enablement provides multi-week, on-site theoretical and practical training covering all aspects of Frequentis software delivery and service. Following enablement, we offer hands-on support during the first customer projects to ensure effective knowledge transfer.

What's your advantage



Gain a competitive edge by adding Frequentis' proven control room solutions to your portfolio. Offer your customers trusted, future-proof, next generation systems that enhance operational resilience and safety. Combine global innovation with local agility to strengthen your position and differentiate your business in competitive regional markets.

How we keep in touch



Our partners gain the ability to execute the entire lifecycle of end-customer projects with Frequentis technology through extensive onboarding, training, and certification programmes. Continuous engagement through the Partner Portal, regular check-ins, and dedicated workshops keeps you informed on new product releases, documentation, and marketing collateral.



How we help you grow



Our partnership model enables you to unlock new revenue streams while strengthening existing client relationships. By combining Frequentis' brand power, reliability, and technical innovation with your local insight, we create a shared foundation for sustainable growth and enduring customer value across mission-critical sectors.

What you gain



Benefit from competitive commercial terms and strong shared revenue potential. Our tiered programme rewards commitment with different levels of discounts, performance-based incentives, and access to joint marketing initiatives. The closer our collaboration, the greater your financial and strategic return – built on transparency, trust, and long-term mutual success.

Empowering partners to deliver and maintain end-to-end customer solutions

At Frequentis Public Safety, our Reseller Partner Programme is designed to create measurable, long-term value – for you, your customers, and the markets you serve. It goes beyond conventional sales channels by building a trusted ecosystem that unites global innovation with local solution delivery and service capabilities.

The programme is designed to empower partners to lead and execute complete customer projects using Frequentis control room solutions. Rather than focusing on traditional margins, it enables partners to build substantial revenue streams by combining our technology with their own services, including the provision of the underlying IT infrastructure, project delivery, third-party system integration, and ongoing maintenance. This model allows partners to secure a major share of the total project revenue, while delivering high-value, mission-critical solutions in accordance with local needs.

Our goal is to combine strategic collaboration with operational excellence from market entry to full project execution.

To fully benefit from the programme, partners are expected to invest upfront in enablement. This includes comprehensive sales and technical training, certification, and close support during the first customer projects. This initial phase is essential to ensure your teams are equipped to independently manage and deliver Frequentis-based solutions with confidence and quality.

After enablement, regular check-ins, partner events and our digital Partner Portal keep you connected, informed, and part of a global community of professionals who share the same ambition – to make the world safer and more connected.



Choose your path to partnership excellence

→ Bronze Partnership

Entry-level | No revenue commitment | Full flexibility

Ideal for emerging partners exploring Frequentis solutions. Bronze partners gain access to our portfolio, enablement resources, and marketing support – without annual revenue targets or exclusivity. A great starting point for building capabilities and testing market potential.

→ Silver Partnership

Growth-focused | Annual revenue commitment | No exclusivity

Designed for partners ready to expand their engagement. Silver partners commit to a minimum annual revenue and receive enhanced commercial terms, including improved discounts on Frequentis software and hourly rates. Support packages are tailored to help partners scale, though exclusivity is not granted at this level.

→ Gold Partnership

Project exclusivity | Annual revenue commitment | Moderate investment

Reserved for partners with proven market access and strong business cases. Gold partners benefit from exclusivity on pre-agreed project opportunities, priority enablement, and attractive commercial conditions. While regional exclusivity is not included, this tier supports focused collaboration on strategic deals.

→ Platinum Partnership

Regional exclusivity | Highest investment | Strategic alliance

Our most advanced partnership tier. Platinum partners must demonstrate unmatched access to their local or regional market to qualify for territorial exclusivity. This level requires the highest initial investment and annual revenue commitment, but offers the most favourable discounts, dedicated strategic alignment, and co-branding opportunities.

Benefits for all partners

All partnerships are built on strong business cases, mutual trust, and a shared commitment to delivering high-end solutions to local and regional markets.

The Frequentis Public Safety Reseller Programme is not just a business opportunity – it's a pathway to long-term growth, reliability, and recognition. With Frequentis as your trusted partner, you gain the global strength and technical excellence to deliver real impact, locally.

Regardless of tier, all partners benefit from:

- Sales & technical enablement
- Partner support packages
- Marketing collateral
- Access to the Frequentis Partner Portal
- Participation in partner events and community activities

Start your journey with Frequentis

Join the Frequentis Public Safety Reseller Partner Programme and expand your business with the global leader in mission-critical control room communications. Bring your market expertise and technical know-how – we provide future-proof solutions, support, and credibility.

Let's explore how we can succeed. Together.

Ready to take the next step or simply learn more about our programme?

Email us at: ps-partners@frequentis.com

Further information



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