



Build Your Business with TeleNav®
TeleNav Dealer Program

Generate Sales with Higher ARPU and Lower Churn with TeleNav Business Mobility

What the TeleNav Dealer Program Provides

Commissions

- 1x MRC SPIF on EVERY new unit of TeleNav Track™, TeleNav Track LITE™, TeleNav Asset Tracker™ and TeleNav Vehicle Tracker™

Sales Support

- TeleNav sales support to assist with live product demonstrations
- Sales support for deployment and training
- Sales demo accounts

Marketing and Training Support

- Self-paced online product and industry training with certification testing
- Web portal with customizable slide presentations, datasheets, case studies, ROI calculators and more

Customer Support

- Regional support specialists to assist with deployments and support large accounts
- 24x7 phone and email support

TeleNav's Dealer Program is designed to increase your sales performance and build your business by making it easier to sell TeleNav Business Mobility solutions. As a member of the program you can tap into incentive dollars, gain access to TeleNav's solution selling training, and leverage TeleNav sales and marketing resources.

Why You Should Sell TeleNav

By selling TeleNav Business Mobility solutions, you'll distinguish yourself with your customers and prospects by providing a solution that solves critical business problems with a strong ROI. Let's face it—selling voice and email is highly competitive and commonly leads to low margins due to discounting. But when you choose instead to talk about solving customers' operational problems with wireless devices and plans combined with mobile resource management (MRM), you earn the right to have a very different kind of conversation—one that doesn't start and end with pricing.

Customers that deploy mobile resource management solutions like TeleNav Track realize improvements in many areas of their operations leading to a rapid and demonstrable return on investment.

- Location awareness provides better visibility and control of mobile personnel and assets, which leads to increased productivity. This means more work gets done and increased customer service.
- Using wireless devices as mobile time clocks delivers more accurate time and attendance data, reducing payroll and administrative costs in the office.
- Dispatching and managing work using wireless devices eliminates paperwork and provides real-time status on work in progress.
- Capturing data from the field on mobile devices instead of paper forms further reduces paperwork and helps your customers get more accurate information.

"We joined TeleNav's Authorized Dealer Program in 2008 and have been very pleased with the added benefits afforded us by this relationship. The support to our customers and our sales employees is outstanding. Provisioning TeleNav Business Mobility is easy and customers are ready to start using the application with very minimal intervention on our part."

Sherry Fluke, CFO/Treasurer
The Wireless Authority, Inc.

Capitalize on the Leadership of TeleNav

About TeleNav

A global leader in wireless location-based services, TeleNav has pioneered many important innovations. TeleNav Business Mobility provides industry-leading solutions for mobile workforce management and has been named the best MRM solution on a handheld two years running.* TeleNav Business Mobility solutions are perfect for organizations that want increased visibility and control of mobile operations, with improved flow of information between back-office applications and workers on the front lines.

Workforce Management Solutions:

TeleNav Track LITE: Track employee locations to enhance operational control, reduce out-of-route miles and asset misuse and enable better service. Software is not required on the handset so it is easy to deploy and not visible to the mobile worker.

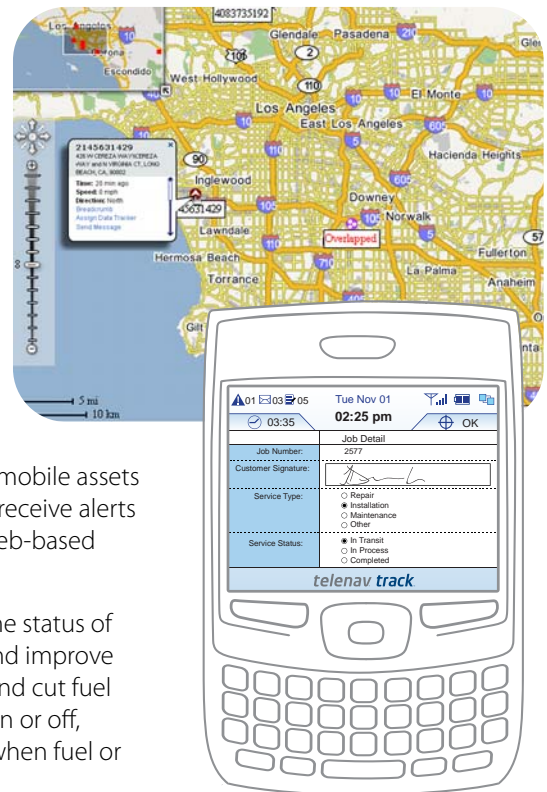
TeleNav Track Standard: All the benefits of location awareness with better accuracy plus wireless timecards, geofences and alerts (late job start, speeding, long stop) to control workflow and job costs.

TeleNav Track Premium: In addition to the features included in the Standard plan, get wireless work dispatch and management, wireless forms to streamline data capture in the field, and turn-by-turn navigation to reduce miles driven and driving time and increase worker safety.

Asset Management Solutions:

TeleNav Asset Tracker: An effective and affordable way for customers to track their mobile assets with a small, lightweight and portable device. View the path of an asset's movement, receive alerts when assets enter or exit specific areas and pull detailed historical reports from the web-based console in real time.

TeleNav Vehicle Tracker: A hard-mounted device that enables customers to view the status of fleet vehicles in real time to enhance operational control, ensure driver compliance and improve service levels. Improve driver performance and safety with speeding and stop alerts and cut fuel costs with mileage tracking reports. Monitor when doors are opened or if ignition is on or off, capture when accessories like tow arms, plows or dumpers are in use, and get alerts when fuel or oil is low.



Get Started with the TeleNav Dealer Program Today

Register now to take advantage of all that TeleNav offers to help you sell more units with higher ARPU and lower churn.

- Step 1: Visit www.telenav.com/dealer to submit the online application form
- Step 2: Email dealersales@telenav.com or fax the required tax documents to **425.368.3516**
- Step 3: Send a list of all sellers and their email addresses to dealersales@telenav.com
- Step 4: Have each seller register at TeleNav's training portal and complete the online training modules
- Step 5: Start selling TeleNav Business Mobility and earn your 1xMRC incentive for every unit sold.

*Frost & Sullivan, 2009 North American Mobility Award: Best MRM Solution on a Handheld; Frost & Sullivan, 2008 North American Mobility Award: Best MRM Solution on a Handheld

Visit www.telenav.com/dealer or

Call us at **1.877.676.2679** to learn more.

