



SAMSUNG One

Samsung One: one vision, one connection.

One connection to every opportunity



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*The estimated launch of the Samsung Rewards Program is in 2023.



The Samsung vision

Partnering with Samsung means working with a company that's focused on the future.



Innovation with Impact

Samsung is one of the world's biggest investors in R&D, and this commitment to innovation has made us the market leaders in mobile and smartphones.¹ Here's how we take technology forward:

39

R&D
centres

3.3

Billion AUD
spent on R&D (2020)

7

Design
centres

Your one connection to emerging opportunities

Our innovative approach helps you deliver mobile experiences that customers love. And for today's entrepreneurs, that's more important than ever before.



Our innovative technologies, products and design will enrich people's lives and contribute to social prosperity by creating a new future.



– Samsung corporate vision



Why Partner with Samsung

6 reasons to partner with Samsung

1. We are one of the biggest global investors in R&D

We invest heavily in research and development so that you can always offer your customers the best technology experiences.

2. We've enshrined quality in our DNA

Our devices are produced within our own factories and Samsung customers are supported by a network of Authorised Samsung Service Centres because we're committed to delivering high quality products.

3. We make technology for today's modern and demanding workplace

From helping businesses to harness the power of 5G, to providing frontline employees with rugged technology, we go beyond function to create tools that support new ways of working.

4. We help users get the best from their mobile fleets

We support our business customers with tools to help them set-up and configure devices. Samsung Care+ for Business is an optional hassle-free device swap program that ensures nothing will get in the way of your productivity.

5. We believe in the value of partnership and collaboration

Our partners are an integral part of our team. And we're always looking to improve how we work with them.

6. We strive to make a positive impact

Our conservation strategies and eco-friendly solutions lead the way to a more sustainable future and we are committed to our technology contributing to a healthy digital lifestyle.



Why Samsung for business

With Samsung, your customers have access to an entire ecosystem of mobile technology, support and services at their fingertips. And the ability to do more than ever before.





The largest portfolio of mobile devices

No matter what industry your customers are in, there's a device in the Samsung range to help every employee work smarter. The Samsung portfolio offers advanced smartphones, robust tablets and next-generation wearables – at prices to suit every budget.



Leading mobile security software

All our Android smartphones and tablets are protected by Samsung Knox, high quality security, which is ready for work right out of the box.

Samsung phones and tablets also feature advanced biometric security such as facial recognition and fingerprint scanning, so security is always personal.



Enhanced by a range of apps for businesses

Your business customers get even more from their mobile devices with Samsung apps. Plus, many of our phones and tablets come with Microsoft Office 365 pre-installed.²

We also have a broad partner ecosystem that has a range of industry solutions to address your customers' needs.



Enabled by Samsung Device Leasing

Every business should have the technology it wants today. Our asset leasing solutions give your people the tools to be more productive and ensure you're never left with technology that just depreciates over time.

WHY SAMSUNG FOR BUSINESS



Samsung Knox

Samsung Knox is high quality security that protects devices before they're even taken out of the box.

Knox has received the most "strong" ratings for mobile security platforms by Gartner³ with accreditation from leading enterprises.

With Samsung Knox, your customers get more than just standard security. Knox offers a suite of additional features including:

- **Leading virus protection** – Anti-malware safeguards your hardware and software, powered by McAfee.
- **Secure folders** – Keep work and personal information separated and protected on a single device.
- **Data isolation** – Complete data isolation plus total control of the features and components apps can access.
- **Rooting prevention** – Eliminates the risk from unauthorised operating systems to protect your data.
- **Monitoring** – Real-time operating system monitoring and protection.
- **Encryption** – Hardware-based encryption and authorised-only firmware.

Samsung Knox supports growing business

Endpoint Protection with Multilevel Security.

And for your customers with growing businesses, Knox makes it easier to boost security levels and increase manageability. So they can scale, safely:

Batch enrolment

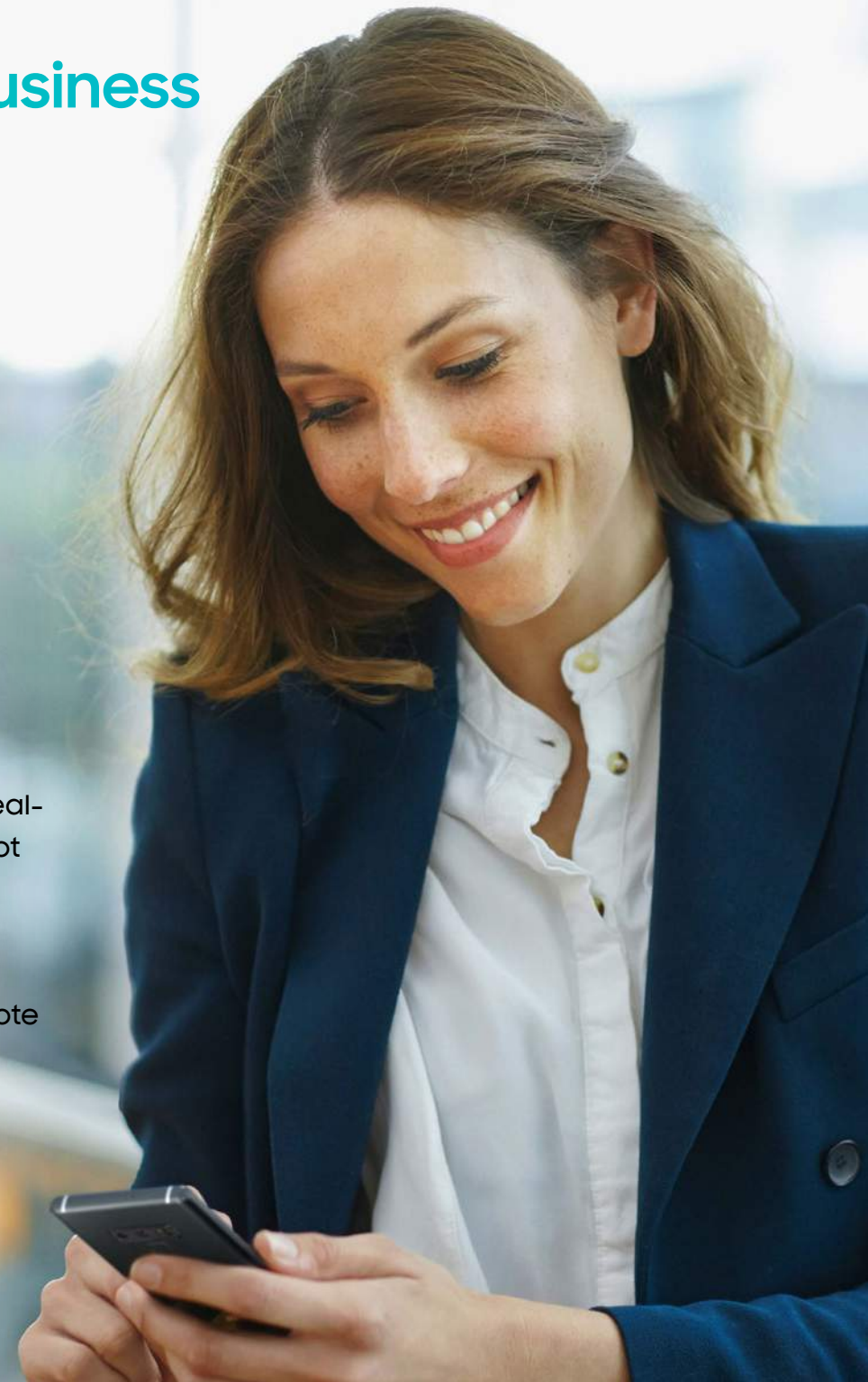
Enrol large numbers of new devices at once, reducing set-up time.

Hassle-free configuration

Pre-configure devices and set policies without opening the box so there's no need for employee involvement.

Remote management

Manage devices in real-time and troubleshoot across the business via a single IT admin, and increase control with scheduled, remote software updates.



Samsung Device Leasing

Powered by Quadrent

At Samsung, we believe every business should have access to the technology they need to grow. That's why we offer device leasing solutions, tailored to meet individual customer needs.

Samsung Device Leasing has benefits for you as a Samsung Partner as well as your customers. It enables you to develop lasting customer relationships and increase your margins with flexible solutions that deliver real results.

How your customers benefit from Samsung Device Leasing

- **A competitive edge** – Your customers can drive innovation and focus on more revenue generating activities with easier access to the latest technology.
- **Complete solutions** – Include hardware, ancillary items and installation in your finance offering so your customers get everything they need in a subscription-based model.
- **Predictable budgeting** – Empower customers to forecast revenue with greater accuracy, by offering predictable, manageable repayments.

How you benefit from Samsung Device Leasing

- **Improve your cash flow** – Receive payments within 48 hours of customer acceptance.
- **Minimise your discounts** – Reduce the need to discount by making Samsung technology more accessible.
- **Improve customer loyalty** – Offer simple, stress-free upgrades to the latest technology.

**Flexible Device
Leasing Solutions,
tailored to meet
your customer's
needs**

Samsung Galaxy Enterprise Edition

Enterprise Edition is a complete suite of mobile technology and services, that makes it easier to configure, update, deploy and run mobile technology.

So your customers can save time on device set-up and management.

Whether you like to engage with customers directly, or you're happy for us to help out, Samsung Galaxy Enterprise Edition support is available to your customers in a way that works for you.



Image simulated.

Samsung Galaxy Enterprise Edition

Here's what your Enterprise Edition customers receive:



**Knox
Suite**

The control is yours with Knox Suite

Make configuring and deploying your fleet of mobile devices quicker and simpler. With Knox Suite you get everything you need to make your IT teams' lives simple, and your employees as productive as they can be. Enterprise Edition includes a base build by Samsung experts to get you started and options to further enhance your security and control.



**Extended
product
lifecycle**

Help your customers maintain a consistent fleet of Samsung devices

All Galaxy Enterprise Edition phones come with an extended product lifecycle, ensuring they're available longer than standard devices.⁴ This brings greater continuity to your customers' mobile fleet.



**Comprehensive
security and
maintenance releases**

Protect your customers from mobile security threats

With Galaxy Enterprise Edition, your customers get an extended period (4 or 5 years)⁵ of firmware updates either monthly or quarterly⁴, so all their mobile devices are up-to-date with the latest Android and Samsung security and maintenance patches.

This helps protect against malware, phishing or any software malfunction that might pose a threat to their business.



Samsung One B2B Partner Program

Introducing Samsung One

Our new business Partner Program is your connection to all the benefits of being a Samsung partner.

It is designed to help us communicate, educate, motivate and incentivise more effectively. So that we can build a stronger partnership with you. It's your one connection to everything you need for success, including deal registration, the latest product launches, training materials and rewards*.





I am delighted to be able to introduce you to the Samsung One B2B Partner Program.

The world in which we live and work has evolved and we need to move with it. It's not just about mobile anymore.

The Samsung One B2B Partner Program will enable you to deliver consistency and accelerate growth as we are putting you and your customers first.

I strongly believe it will change the way we partner with you and I sincerely look forward to seeing what we will achieve together.

– Danny Mandrides, Head of
Enterprise & Government
Mobility Solutions



Samsung One benefits

You've seen the benefits of partnering with Samsung for your business and your customers. But here's what you can personally gain from becoming a Samsung One partner:



Upskill with the brand-new training program available on the Samsung One App.



Our champion program provides you with the chance to get your hands on the latest tech first.



Samsung Rewards* gives you the opportunity to have your efforts recognised.



In recognition of your achievements, you will receive commercial rewards.



Access all the marketing tools and resources from the newly refreshed Partner Portal so you can start more conversations with your customers.



Get a complete view of all your Samsung activity with PartnerView, track all your existing Samsung data points to help measure performance.



Samsung will assign leads to you to follow up.



There is a Knox security training and certification program with tools to promote your level to your customers.



Register deals and get rewarded for developing new sales opportunities.



Image simulated.

*The estimated launch of the Samsung Rewards Program is in 2023.

** Benefits will vary according to your partner tier level.

Samsung One tiering

Samsung One has four tiers so it's easy to see where you're at and how to get to the next level.

Your tier is assessed based on your capabilities, engagement with the program and Samsung revenue.

Top tier partners have the broadest set of Samsung products and solutions in their portfolios, and a higher proportion of their staff are Samsung trained and accredited. Depending on your tier level, you will receive access to additional support and benefits in recognition of your commitment. The four tiers of the program are:





Samsung One Training app

Unlock all the benefits of the Samsung One training app wherever you go, with instant access via a mobile app as well as on desktop.

It provides one connection to everything you need and keeps you instantly updated with our latest product launches and training materials in order to keep you one-step ahead of your competition.

With the Samsung One app you can:

- Get access to brand new training materials which are more than just about product. They're packed with content to overcome business challenges and provide new solutions to help you sell more.
- Keep track of your Samsung Rewards* points and learn how you can earn more points.

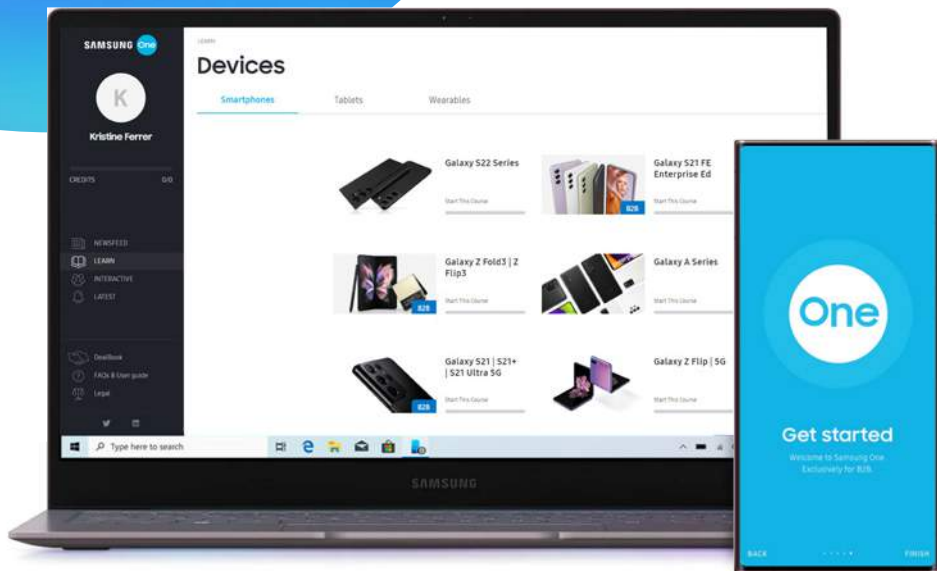


Image simulated.



Samsung Rewards*

Get rewarded for completing sales activities.

The Samsung Rewards program is designed to reward individual eligible sellers. If you qualify for the program, you can get rewarded for completing activities such as participating in sales incentives or completing training modules. Every eligible activity is designed to help you develop the habits of a high performing seller.



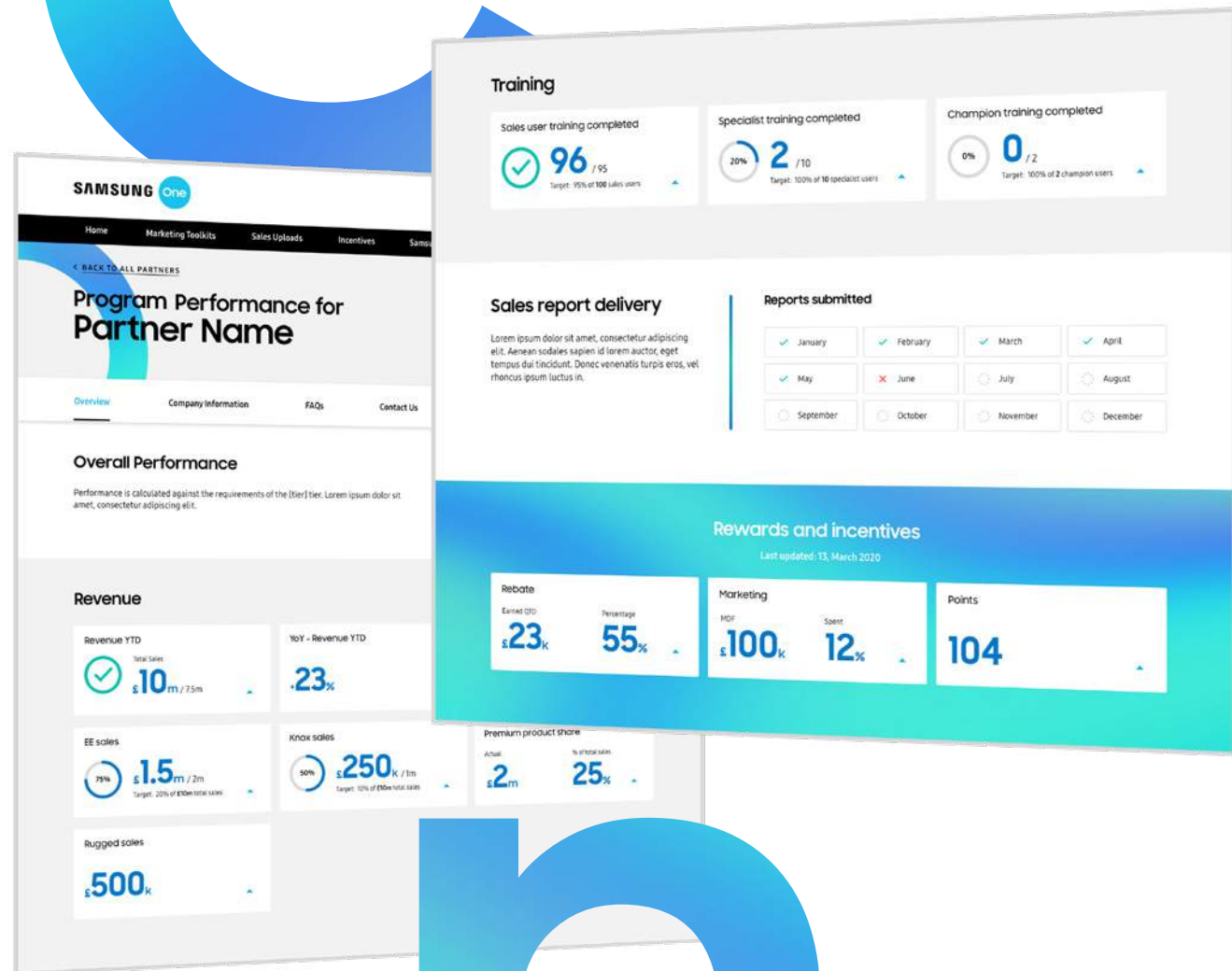


PartnerView

PartnerView is your one place for all your important Samsung One data.

It's where you can track your performance on sales and training targets, review your achievements to date, and get insight into your sales team's engagement with the program.

Your data is updated regularly, so you know exactly where you stand and you can measure the progress you've made over time. Enabling you to make decisions about how to motivate your teams, how to set targets and how to grow your Samsung business.



Join Samsung One today

From our innovative devices to training support on our app – the Samsung One Partner Program is your one connection to all things Samsung. Designed to help us communicate, educate, motivate and incentivise more effectively. It's our commitment to you and your business.

Sign up to Samsung One today and let's see what more we can achieve together.

www.samsungone.com.au

¹<https://news.samsung.com/global/fast-facts> ²Microsoft Office 365 licenses sold separately.

³Source: <https://news.samsung.com/global/samsung-knox-receives-most-strong-ratings-of-anysecurity-platform-ingartner-report-mobile-device-security-a-comparison-of-platforms> ⁴ Devices will remain on sale for a defined period of time after first global market release. The defined period will differ according to each specific device. Subject to change without notice.

⁵<https://docs.samsungknox.com/admin/knox-suite/kbas/kba-367-enterprise-edition-release-schedule.html>



www.samsungone.com.au