



SBT

Your IoT Solutions & Systems Partner



PARTNER PROGRAM

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Becoming an SBT partner comes in many shapes and forms. Whether you're an industry sales professional, tradesperson, or channel partner, there's an SBT program specifically designed for you. Participating in one of SBT's partner programs will allow you to take your sales career, business, or client services to the next level.

CORE PROGRAMS



SALES PARTNER

Specifically designed for top-performing sales professionals, SBT's sales partners drive our IoT solution sales from end-to-end.

SBT's sales partner program gives you the freedom to take your sales career into your own hands. Whether that's going out on your own to start your own consulting business or augmenting your current sales pipeline to win more commissions, SBT's sales partner program arms you with the tools and competitive commissions you need to thrive.

Key Program Highlights:

- Highly-competitive, no-cap, commissions on every project sold
- Improved flexibility on how and who you sell projects too
- Full sales support to help land leads and close more deals
- Ability to Bring Your Own Labor (BYOL) to projects



REFERRAL PARTNER

Our referral program is built to assist our trades partners who may not normally consider pitching an IoT solution to a client.

Whether you're an HVAC professional, plumber, or specialize in another trade, SBT's referral partner program is geared toward those who may have an opportunity to present a smart building solution to a client, but might not even know it. Spotting an opportunity and helping you develop it is at the core of SBT's referral partner program. The more you succeed, the more we succeed.

Key Program Highlights:

- All-inclusive sales support to help you identify opportunities and close deals
- Competitive project-based referral bonus structure
- Quick-pay referrals on Smart Space as a Service (SSaaS) projects
- Full product selection and project engineering support



INDUSTRY PARTNER

As an SBT Industry Partner, you are in the thick of it when it comes to the SMARTER revolution, and you might not even know it.

This program aims to help our various industry partners expand their service and product offerings to clients – going beyond straight energy efficiency sales. Smart controls, IoT solutions, and ongoing support all help drive more business for your organization.

Key Program Highlights:

- Dedicated sales support to help close more deals
- Business Dev support for more profitable projects
- Expert program logistics for multi-location rollout
- Full product consultation and project engineering support
- Full control system specification & design
- Ongoing system support and residual revenue opportunity

START SMARTER. SIGN-UP TODAY!



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HEADQUARTERS

6700 E. Pacific Coast Highway
Suite 235
Long Beach, CA 90803

REGIONAL OFFICES

Atlanta, GA
Boston, MA
Cleveland, OH

Nashville, TN
Scranton, PA

MFG / PRODUCTION

Sacramento, CA
Tijuana, MX

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