

Wireless applications are an integral part of automation and control networks. Wireless networking provides remote access, mobility and long range coverage, but incorrect design or implementation can make the difference in a successful integration or unhappy customer. We realize that selecting the correct wireless network for your customers can be overwhelming and few have time to keep up with all current standards in a rapidly growing industry. ESTeem Industrial Wireless Solutions wants to simplify this process and reduce your risk by becoming your “one-stop shopping” location for all wireless applications.

ESTeem has established an alliance program to give your company direct access to the factory for pricing and to leverage our wireless expertise to sustain profitable business growth. ESTeem has exclusively designed and manufactured wireless networks for over 30 years. When joining our Alliance team, we will provide the training, tools and assistance necessary to make your wireless applications a success. We have put together a team of wireless network design specialists and field engineers to help our partners through all aspects of a wireless project.

By leveraging the partnership program, you will reduce your business risk and have access to new markets and business opportunities you may have been hesitant to pursue alone. Don’t walk away from wireless business, let ESTeem make your wireless decisions profitable.

Program Benefits

Factory Direct Pricing – The Alliance Partnership will allow purchase of ESTeem products direct from the factory with an annual accumulated volume discount. The higher number of units purchased throughout the year, the higher the discount level. The maximum discount level obtained in the previous year will determine the discount floor for the next year. The minimum number of ESTeem radio modems to purchase within a twelve-month period is ten to maintain good standing in the Alliance program.

Design Assistance – ESTeem will provide RF design software and training on successfully designing a reliable radio network. We will review any network design and help develop a bill of materials to guarantee accuracy and a fully functioning RF network the first time.

Direct Access to Program Manager and Support – You will be assigned an Alliance program manager when you join the partnership. This program manager will be your primary point of contact at the company for any issues that occur. You will also have direct access to our world premier customer support.

On-Site Training Class – For a nominal fee your program manager will provide a custom developed on-site training class for your staff. This training will include radio theory, design, programming and troubleshooting. Both classroom and hands-on field training will be included.

Evaluation Hardware Referrals – Many times ESTeem is asked to provide demonstration hardware for evaluation. These evaluation requests will be referred to our alliance partners in their region. ESTeem will provide the requested hardware and the alliance partner can develop the new customer.

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Wireless Network Analyzer – One of the most difficult aspects of wireless design is determining the best operating frequency for a specific application. Specialized test equipment is used by radio engineers to determine what frequencies to use in an area but this test equipment is generally cost prohibitive and requires specialized training to operate.

ESTeem has developed a laboratory grade wireless network analyzer that is simple enough for anyone to operate. The ESTeem AirScope wireless network analyzer is both a highly accurate spectrum analyzer and automated wireless network analyzer. Connect a computer and an antenna to the AirScope and it will automatically scan all selected frequency bands and return a simple to read analysis of what is the best radio solution for the area scanned.

Regional Wireless Project References – ESTeem monitors nationwide public projects and is willing to share regional information on available wireless project with our Alliance partners. ESTeem will find the projects, review the specifications and suggest the best solution for the project in return for product loyalty and project updates as required.

Joining the Alliance Program

Joining the Alliance Program is a simple process. Complete and return the following documentation.

- 1. Program Application** – Complete and return the Alliance program application. This application will include all company information, point of contact and the region covered.
- 2. Credit Application** – The Alliance program is a factory direct purchase program and requires credit worthiness to join and maintain the partnership.

Once the information has been reviewed and processed, your program manager will contact your primary point of contact with the approval.



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