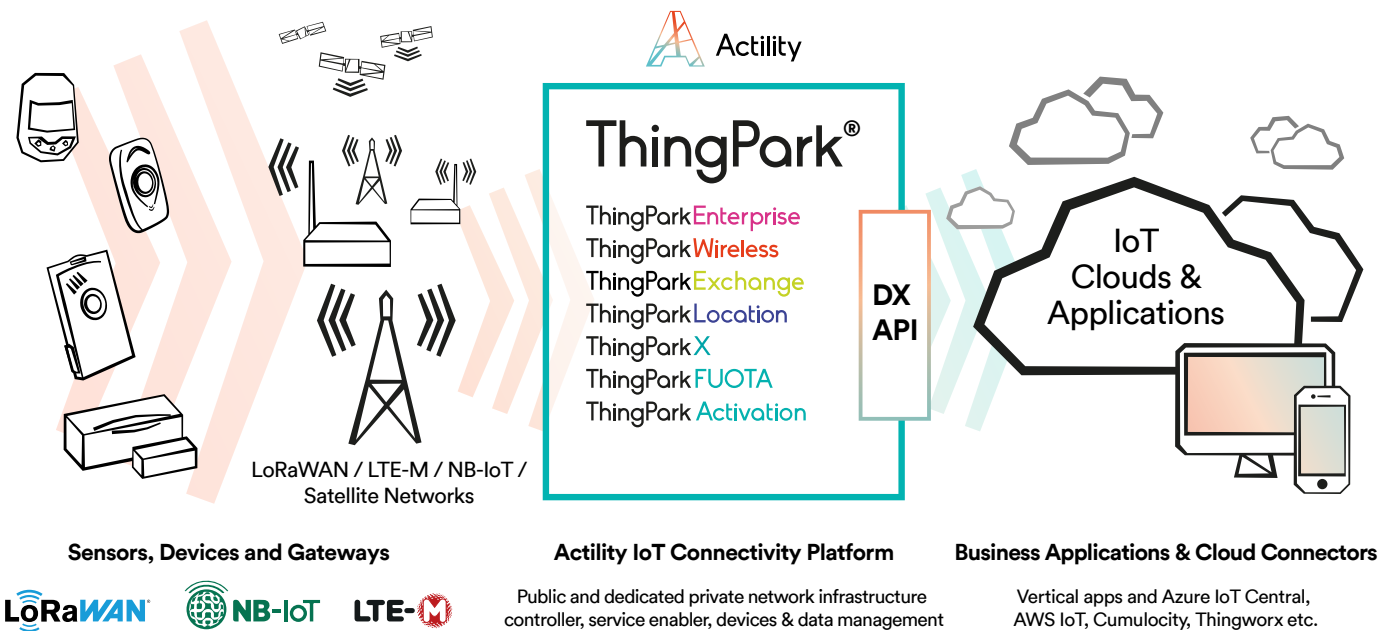# Actility

ThingPark® Community Program

Driving growth by onboarding IoT solution providers into a strong LoRaWAN® ecosystem

Join Actility, an IoT LPWAN market leader, to emphasize the value of your IoT solutions by leveraging ThingPark® capabilities, accelerate your go-to-market plan, gain awareness and visibility across our rich ecosystem, and unleash the potential of the Industrial IoT.

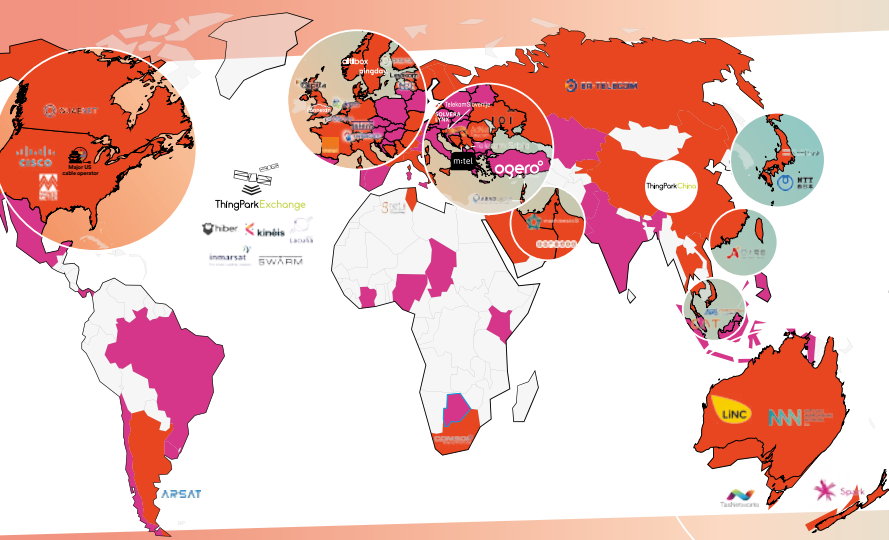## Partner with Actility to grow your business!

Grow business with the right technology partner. Access a wide range of integrated resources, devices, applications, and benefits to provide value-add services, solutions and resell hardware and software.

Actility

ThingPark®

ThingPark Enterprise
ThingPark Wireless
ThingPark Exchange
ThingPark Location
ThingPark X
ThingPark FUOTA
ThingPark Activation

DX API

IoT Clouds & Applications

LoRaWAN / LTE-M / NB-IoT / Satellite Networks

Sensors, Devices and Gateways	Actility IoT Connectivity Platform	Business Applications & Cloud Connectors
LoRaWAN NB-IoT LTE-M	Public and dedicated private network infrastructure controller, service enabler, devices & data management	Vertical apps and Azure IoT Central, AWS IoT, Cumulocity, Thingworx etc.

Grow your business with ThingPark!

Gain Awareness

Actility is a proven market leader in LPWAN with a strong brand. ThingPark® suite is recognized as future-proof, innovative and scalable product portfolio. Gain market positioning across our ecosystem and benefit from access and promotion to our customer base.
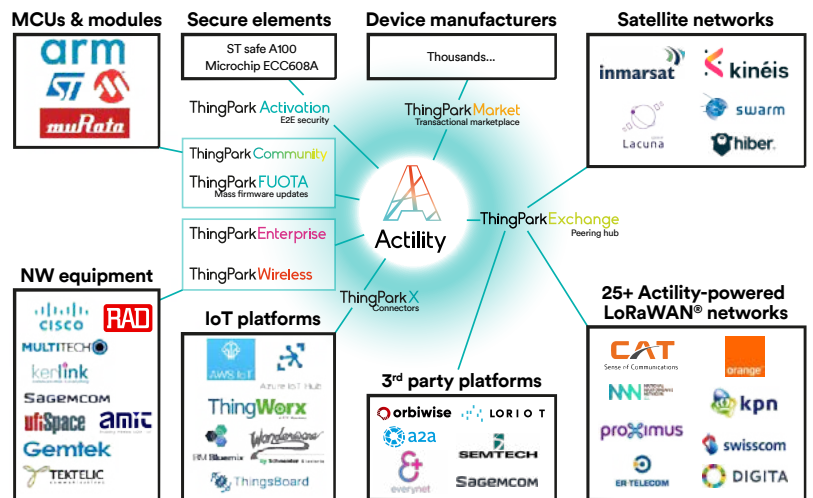
Extend your market reach

Get access to our **100+ Actility Channel Partners and 50+ service providers** across the world, always looking for innovative solutions to deploy. **ThingPark Market,** our IoT marketplace, provides you with a global online presence to accelerate the adoption of your products.

Build solutions faster, leveraging our rich ecosystem

ThingPark ecosystem seamlessly integrates hundreds of existing **devices with built-in drivers, qualified gateways, applications and IoT Cloud platforms,** making it fast and easy for you to combine it with your own products and to create end-to-end solutions.
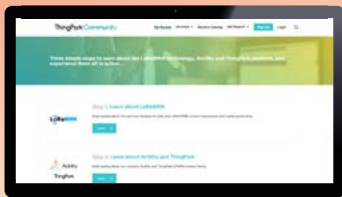
Maximize your ROI

ThingPark provides you with a **dependable foundation** to build your solution, accelerating your **business development** and bringing significant customer value with unrivaled tools and features, like all-inclusive industrial grade service with **24/7 monitoring, high-availability and continuous upgrades.**

Actility Solutions Partner Journey

1
Join the Actility ecosystem Program by signing up on ThingPark Community page and registering your products and solutions on Actility solutions catalogue.
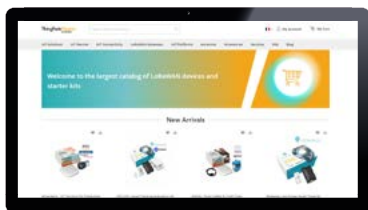
2
Get your products and solutions ThingPark Connected to ensure interoperability, ease adoption, and reduce time to market.
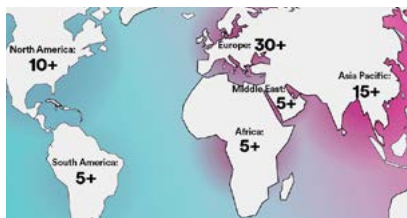
3
Strengthen product integration to ease deployment and define a joint go-to-market plan.

Choose the best market routes for your business growth

Exposing your offer on ThingPark Market
Expose your offer on the leading B2B IoT marketplace.

Reselling, co-selling, & leveraging Actility Channels
According to your business needs, different types of sales partnerships agreements can be set.

ThingPark Embedded OEM-type program:
Include Actility connectivity in your end-to-end solution and sell it as your own.

What our Partners say about ThingPark Community Program

66 *Actility's ThingPark Community Program enables us to increase our visibility in the IoT ecosystem and unlock new business opportunities. In doing so, we have built an indoor/outdoor asset tracking solution combining Favendo products and Actility/Abeeway's product portfolio and are selling it in the European market. By driving our growth together, it benefits not only us, as an RTLS provider, but also our end customers, who can now choose from a whole new range of tailored end-to-end IoT solutions.* 99

Stefan Balduf, CEO Favendo GmbH, provider of mobile tracking and navigation solutions for indoor and complex environments.

66 *At Sensative, we believe strongly in partnerships and being part of IoT ecosystems. We joined forces with Actility and participated in the ThingPark Community program and the program has been very successful to raise both awareness across the Actility ecosystem of partners and customers, and technical support (device profiles and drivers, etc.) to make sure it is simple to activate our IoT sensors for any Actility customer. We look forward to working together with Actility and being part of the Actility ecosystem through the ThingPark Community program.* 99

Fredrik Westman, Co-Founder and Business Developer at Sensative

Join the IoT journey with Actility !
https://community.thingpark.org