



LOGISTIMATICS

We track everything.™

Partnering With Logistimatics as a Reseller

**PARTNER
AND
GROW**

ABOUT LOGISTIMATICS

Logistimatics was founded in 2016 to fill a pressing need for low-cost, reliable GPS tracking services for a diverse range of applications.

We are a group of entrepreneurs focused on traction and growth in the area of GPS tracking. We built our tracking platforms from the ground up with scale in mind. Our goal is to find reliable partners in the business of delivering excellent tracking products throughout the world.

PRODUCT / MARKET FIT

There are endless applications for tracking.



VEHICLE AND FLEET TRACKING

Tracking vehicles for large and small fleets for businesses in the US and internationally.



LONG TERM ASSET TRACKING

Tracking applications where long battery life is required trackers report a few location updates each day.



SHIPMENT TRACKING

Inexpensive, single use shipment trackers that can be included in freight.



EQUIPMENT TRACKING

Wired and battery powered trackers for tracking and locating equipment.



SUPPLY CHAIN TRACKING

Customers track their products through their supply chains to optimize processes and prevent shrinkage.

CHECKLIST FOR RESELLERS



- 1 If you're seriously considering becoming a reseller, purchase a [tracker to test](#). This is the best way to understand the value proposition.
- 2 Resellers always sell under their own brand and product names. The goal is that customers know you, not Logistimatics.
- 3 You will set your own pricing and bill your customers. Create product offerings that work for your business.
- 4 Support and billing inquiries are handled by the reseller. We're here to help behind the scenes.



FREQUENTLY ASKED QUESTIONS

Why should I partner with Logistimatics as a reseller?

There are a couple reasons. We're aggressive on pricing so your margins are better. Also, you have complete control of the end user pricing you offer. Our product offering is very good and getting better every day. We're growing and disrupting.

How do I make money?

Recurring revenue. Recurring revenue. Recurring revenue. Our philosophy is to try to sell products very close to cost. You make returns each month by billing your customers for the monthly service on their trackers. Recurring revenue is a highly sought after model.

Do I have to sell only Logistimatics products?

No, you can sell any product you want to.

Are there limitations on where I can sell?

No. You can sell anywhere. There are no protected territories.

Will I be competing with Logistimatics directly?

Maybe. For most of our products, resellers have significant discounts on both hardware and service. This allows them to match or beat our own retail pricing. However, some of our products may be slightly lower than the reseller price. In markets that are extremely competitive, we may sell trackers at or below our own costs (remember, the goal is recurring revenue). If you survey the GPS tracking industry in general, you will find that our pricing is significantly cheaper than competitors. Since you're selling under your own brand and product names and to distinct customers and verticals we do not see this as a necessarily limiting factor.



FREQUENTLY ASKED QUESTIONS

Who handles billing and support?

The reseller handles all billing inquiries for their customers as well as support. We work hard to give our resellers the tools they need to help troubleshoot problems when they occur and have a dedicated support team for questions.

Can resellers use the live audio feature?

This is not currently supported but we're working on it.

What services can I purchase for resale?

We have flexible products that you can purchase. 1) You can purchase the tracking platform only (either via web portal or API). 2) You can purchase active SIM cards with data plans from us. We are able to offer these at a significant discount.

I have additional questions, how can I get these answered?

Please contact us. You can email us at hello@logistimatics.com or [contact us](#).

RESELLER ONBOARDING

It's easy to get going.

APPLY ONLINE

Apply to be a reseller at logistimatics.com/reseller

GET PRICING

After approval, resellers have access to discounted pricing.

TRAINING

We want to make sure you have all the tools you need to get started. We're here to help with training.

LAUNCH

Start selling products to your customers right away.

logistimatics.com/reseller



logistimatics.com/reseller



CASE STUDY

A commercial HVAC company in an large city has been losing outdoor units to theft for more than a decade. Their attempts to recover the stolen units have been largely unsuccessful.

In the last year, they started adding long term asset trackers to the equipment. They can deploy them strategically based on the risk of theft and currently have several hundred in use. Their cost to operate the trackers is a few dollars a month.

The company has recovered hundreds of thousands of dollars in stolen equipment with their trackers in the last year.

What verticals will you engage as a reseller?