



zezel.com
Mobile. Message. Manage.

zezelL.L.C.

zezel
PARTNER
PROGRAM
GUIDE

TOTAL PRIVACY.

MOBILE: MONITOR. MANAGE.

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LET'S PARTNER FOR SUCCESS

Mobile communications security is a market with vast potential. Demand is driven up by individuals and businesses' increasing awareness of the threats to their privacy and security, as well as the real-life implications of breaches. It is a largely undeveloped market niche with a big potential for growth.

Zeziel is a company that is at the forefront of innovation in mobile communications security. For us, security comes first — we're not in this just to profit. We have developed products and solutions around the concept of securing users' privacy, even from ourselves. And we continue working on new ones to address not just today's threat landscape but the one that our users will face tomorrow.

To achieve the sustainability we aim for, we have opted for a channel-first business model. We see the value of partnerships with a network of distributors, resellers, solution providers and so on. And we recognize the need to invest in those relationships.

Our partners' success is our success. Let's reap the benefits of tapping into a growing market together.

Dwight Brown, Zeziel L.L.C. founder and Vice President Global Sales

WHAT WE STAND FOR

LONG-TERM PARTNERSHIPS

We built our company around a sustainable business model designed to make everyone successful not only now, but also in the future. Its foundation is in product innovation and strong partnerships.

NURTURING RELATIONSHIPS

Empathy is a keyword in our company. We listen to what our partners say and appreciate their feedback. This allows us to define and then address their problems.

SECURITY INNOVATION

To provide real security in a constantly developing threat landscape, one must

evolve ahead of it. This is why we invest in security innovation and have an R&D center developing new solutions.

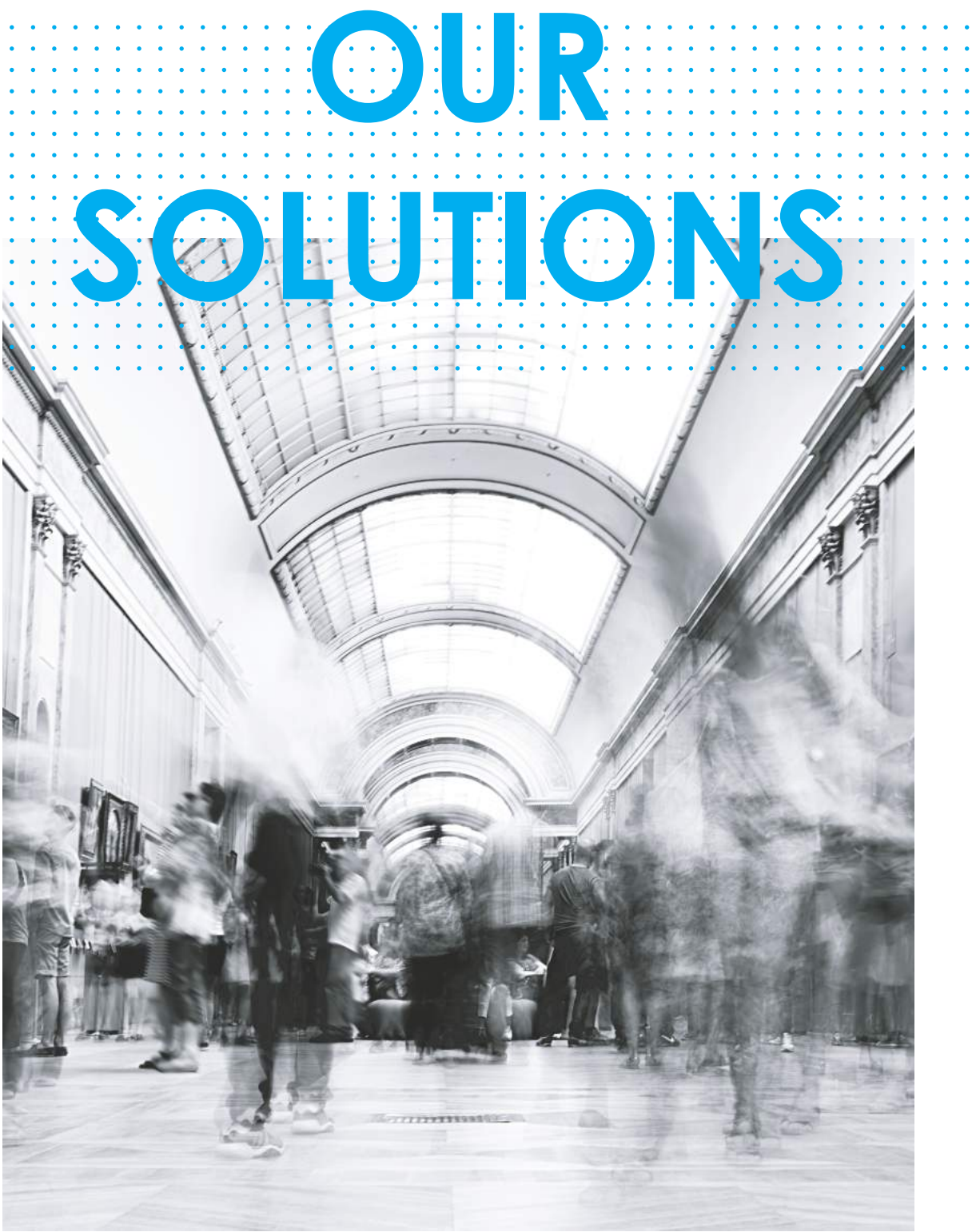
PARTNER INTEGRITY

Zeziel believes that its success derives from the success of its partners. Because of that, we treat them with the care and respect we apply to our own operations.

FAIR PLAY IN BUSINESS

We see the value of being loyal to partners. Whatever short-term benefits there may be to sidestepping the determined channels, they are outweighed by fair play in the long term.



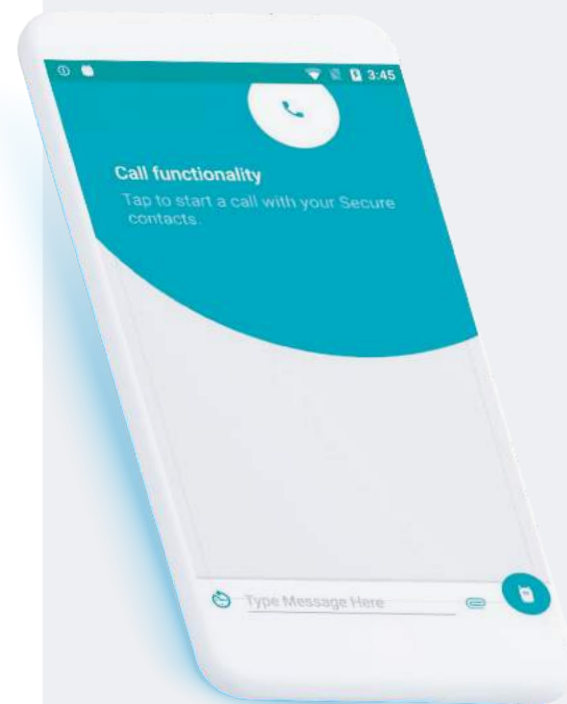


theZphone

Our flagship product is a smartphone designed exclusively to protect users' privacy. theZphone prevents eavesdropping, location tracking, and malware attacks.

- Encrypted email, chat and VoIP
- Custom, vulnerability-free OS
- Security app suite
- SIM with global data coverage
- Remote settings control
- * Apps and features can be customized and rebranded





SECURE CHAT

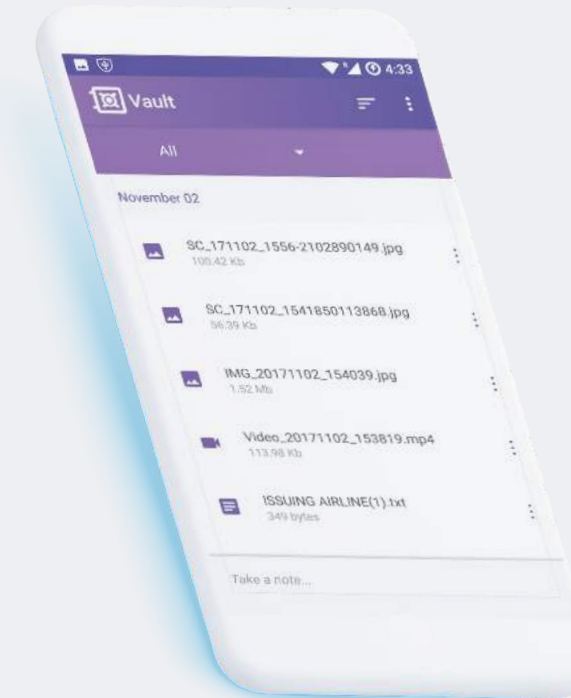
Pure P2P encrypted instant messenger using OTR, OMEMO and ZRTP

- Encrypted chat, including group chat
- Encrypted voice and video calls
- Peer-to-peer communication, no data retention on servers
- Fully integrated with Secure Vault
- Security features: remote wipe, message self-destruct, history management
- * Can be rebranded and customized

SECURE VAULT

Encrypted file container and notepad

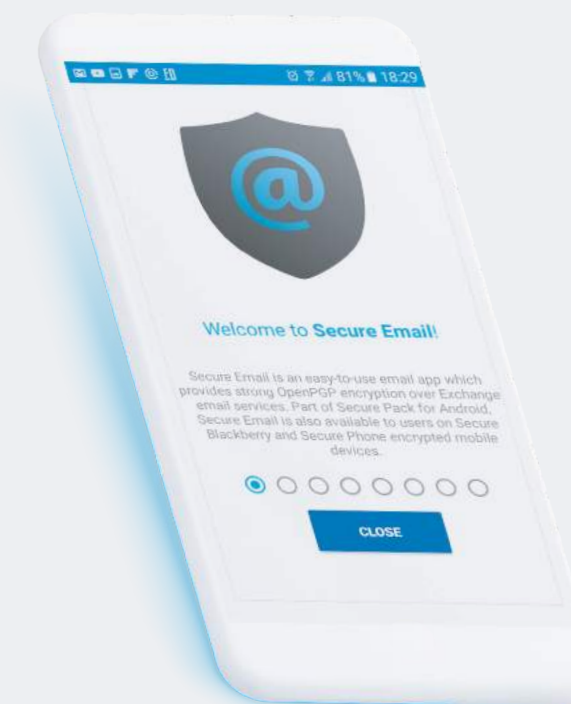
- Save encrypted attachments and notes
- Fully integrated with Secure Chat and Secure Email
- AES XTS encryption with SHA-512
- Compatible with other secure libraries
- * Can be rebranded and customized



SECURE EMAIL

PGP-powered encrypted email client

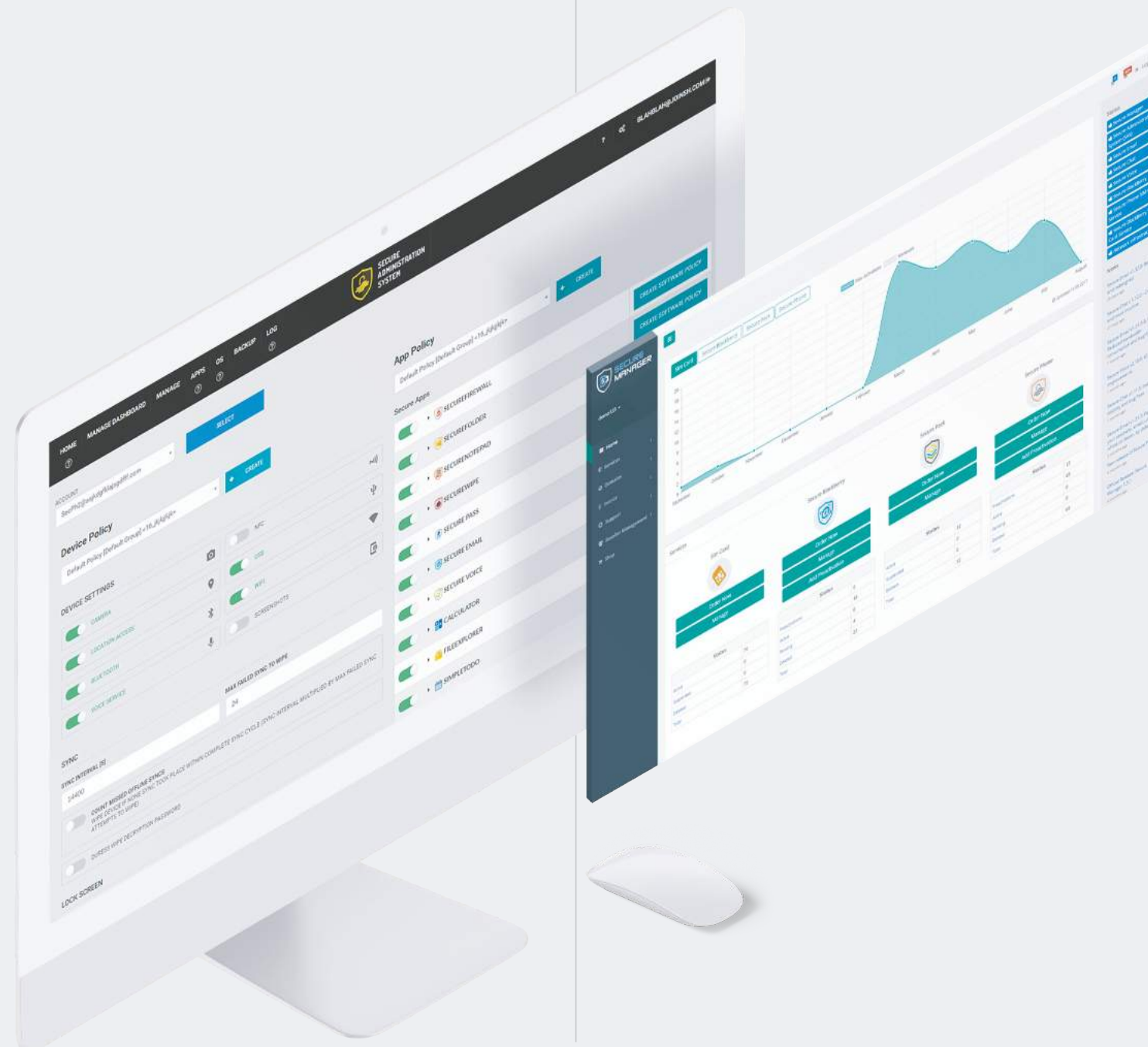
- Encryption keys generated on device, managed by user
- 4096-bit keys for strongest encryption
- Security features: remote wipe, encrypted attachments
- Open network, no blacklisted domains
- Dual functionality: encrypted and unencrypted mail
- * Can be rebranded and customized



SECURE ADMINISTRATION SYSTEM (SAS)

Web-based mobile device management (MDM) platform

- Granular control of Secure Phone
- Enable/disable functions, apps and settings
- Install third-party apps by request
- Remote wipe user devices
- Manage one handset or a fleet of devices



SECURE MANAGER

Billing and customer relationship management (CRM) platform

- Order and sell subscriptions for services
- File and manage invoices
- Manage user accounts
- Make payments
- Provide support

OUR PROGRAMS

Zeze AUTHORIZED DISTRIBUTOR

We offer you the opportunity to run, manage and expand a network of your own resellers and retailers, while also potentially selling to end-users. Our Authorized Distributor Program provides you with all the logistics support needed to manage our service on behalf of Zeze.

Zeze AUTHORIZED RESELLER

If you are looking to sell Zeze's solutions to end-users, we are ready to help you build and grow a business. Your business model is up to you – our program is geared towards people with brick and mortar stores and or online ones, as well as those seeking to sell directly to a client base.

Zeze SOLUTIONS PROVIDER

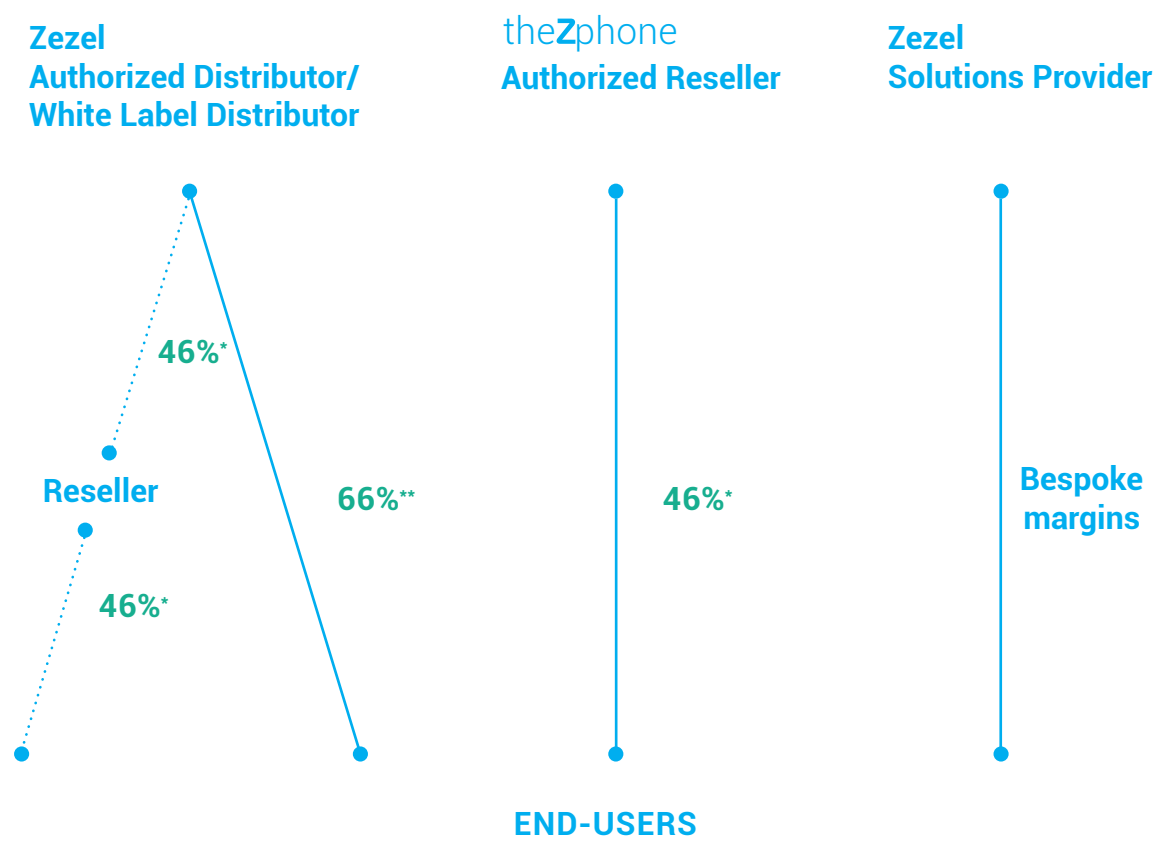
Our Solution Provider Program allows MSP and VAR partners to sell our solutions to corporate, SME and institutional customers. We provide you all the support needed to integrate our products and services in your offering, as part of a bigger solution package or as a standalone service for clients.

WHITE LABEL DISTRIBUTOR

The solutions we offer are customizable in terms of design and functionality. Zeze's White Label Distributor Program offers you the option to put your brand name on our technology. This way, you get to run independent operations following your own business strategy.

RECURRING PROFITABILITY

Zeze's solutions follow a subscription-based business model. This guarantees you a recurring revenue stream after each sale. Also, our suggested retail prices enable you to achieve profit margins north of 40%.



* Profit margin through channel
** Direct sales to users allow Distributors to achieve higher margins; however, selling through a reseller network ensures bigger reach and higher sales volumes.



COMMITTED TO YOUR SUCCESS



MARKETING HELP

We don't want to just enlist you as a partner. We want you to succeed. So, we provide you with marketing help, which includes print and digital materials, website development, pay-per-click campaigns, etc. All of this is tailored to your business model.



PRODUCTS AND SALES TRAINING

Knowing well the product you sell is key to sealing a deal. Zeze offers you thorough training in everything related to the mobile threat landscape and encryption, the specific solutions we offer, how they work, and how to pitch them to clients.



AFTER-SALE ASSISTANCE

You can count on our support team to answer tickets and inquiries round-the-clock over phone, VoIP, and email. You also get a dedicated account manager and a number of support tools at your disposal: product knowledge base, ticketing system, and a service status page.

PROGRAM BENEFITS

We enable our partners to market, sell, manage, and support.

		theZphone Authorized Reseller	ZeZel Solution Provider	ZeZel Authorized Distributor	White Label Distributor
ENABLE	Online product training	•	•	•	•
	Certification at the ZeZel Academy			•	•
MARKET	Marketing materials (digital and print)	•	•	•	•
	User guides and manuals	•	•	•	•
	Localized advertising campaign			•	•
	Custom website			•	•
	Custom marketing materials				•
	Rebranded apps				•
	Rebranding of device and OS				•
SELL	Equal pricing offer per program	•	•	•	•
	Eligible for discount pricing	•	•	•	•
	Negotiable payment window	•	•	•	•
	Get sales qualified leads	•	•	•	•
	License to appoint resellers			•	•
	Own brand and product offering				•
	Offer self-hosted solutions to clients		•		
MANAGE	Access to billing platform	•	•	•	•
	Access to MDM platform	•	•	•	•
	Access to group-management in MDM		•	•	•
	Install OS on compatible hardware		•	•	•
	Install MDM on client infrastructure		•		
	Access to reseller network management in billing platform			•	•
SUPPORT	Access to ticketing system	•	•	•	•
	Access to Partner Resource Center	•	•	•	•
	Access to phone and VoIP support	•	•	•	•
	Access to feedback portal	•	•	•	•
	Access to status portal	•	•	•	•
	Dedicated account manager			•	•

PROGRAM REQUIREMENTS

	theZphone Authorized Reseller	ZeZel Solution Provider	ZeZel Authorized Distributor	White Label Distributor
Program fee	\$2,750 entry	bespoke	\$10,000	\$20,000
	\$10,000 pro			
	\$20,000 VIP			
Follow anti-money laundering (AML) and know your customer (KYC) standards	•	•	•	•
Be an incorporated legal business	•	•	•	•
Be certified by ZeZel			•	•

Prices are in USD.

PARTNER CERTIFICATION

Mobile communications security is a specific matter and a niche market. We don't want you to dive in it unprepared. Secure Group provides partners with the necessary training to ensure they know our products and

services inside-out and know how to pitch them to users. The partner certification process consists of a two-day on-site training at the Secure Group Academy for up to two employees.



CERTIFICATION PROGRAM AGENDA

DAY ONE

Welcome and accommodation

- Airport pickup
- Settle in hotel in the heart of the city.

DAY TWO

Zezel Academy

- Keynotes
 - Threats to communication
 - Encryption 101
 - Zezel's solutions
 - How to successfully pitch our products
 - Legal framework for selling encrypted products
- Product training
 - Secure Administration System – initial setup
 - Secure Manager – initial setup
 - Secure Installer – install Secure OS

BECOME A PARTNER

To become a partner please follow the link below and schedule a call with a Zezel representative.

SCHEDULE CALL

CONTACTS:



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