

## Activation Services

AIRDESK seamlessly facilitates your activation services.

M2M systems integrators and their partners who sell M2M products directly can rely on AIRDESK for activation services and access to special wireless data communications plans and pricing. A trusted partner, we take the time necessary to understand your business requirements and provide flexible service offerings to facilitate your sales with activation services.

We have national agreements with two of the industry's leading wireless carriers and are able to offer qualified companies hardware incentives on wireless activations for both voice and M2M data. These services and rates are made possible through our unique relationships with Verizon Wireless and T-Mobile.



Verizon Wireless, the nation's largest wireless carrier, administers the industry's finest Code Division Multiple Access (CDMA) digital service and 3G (1XRTT) Services. It offers the largest geographical coverage and highest data transmission rate offered in the cellular communication industry. Additionally, the Verizon Wireless network offers a full range of enhanced products and services available nationally.

T-Mobile offers the world's largest all GSM/GPRS network and gives you the freedom to conduct your business globally. The solution you develop for this network can easily translate to a broader base of customers on other GSM/GPRS networks around the world.

Customers can concentrate on their core business while AIRDESK manages the activations process.

AIRDESK Activation Services benefit technology customers by:

- Allowing you to concentrate on your core business while AIRDESK's Activations Services team manages your products' activation rollout schedule.

- AIRDESK's Activations project management services, include:

- Scheduling activations that coincide with your rollout timeline.
- Supplying detailed reporting on barcode scanned device numbers and account information for record keeping.
- Advice on how to orchestrate the most cost effective plans for your products.
- Serving as your advocate through our established relationships with leading wireless carriers which eliminate the need for you to develop an "additional" relationship.
- Providing you with a knowledgeable AIRDESK contact that has a vested interest in ensuring a smooth rollout of your product.

AIRDESK Activation Services benefit hardware vendors by:

- Streamlining your sales process – AIRDESK serves as an activations referral resource.
- Serving as an agile national sales force extension capable of designing solutions that can accommodate a variety of your customers' deployment schedules.
- Being an active partner who understands the complexities of the M2M marketplace.
- Providing your qualified customers hardware subsidy incentives for activating devices using AIRDESK's Subscriber services.

Turn to AIRDESK for the resources and expertise necessary to achieve your activations objectives.

