

# Authorized Partner Program

Making it easier for security installers and resellers to grow their business.



Arlo is a smart, modern take on video security, and provides a complete system of Wire-Free HD cameras, secure cloud storage, intuitive mobile apps, and the ability to be integrated into your professionally monitored security offerings. Arlo Authorized Partners get access to the #1 security camera on the market. As an authorized partner, you get exclusive pricing, access to the Arlo Recurring Revenue (RMR) program, top notch sales collateral, and dedicated support.

- 100% Wire-Free cameras are easy to install, as no power or connection cable is needed.
- Free mobile and web apps are simple to setup and use.
- Easily move cameras to new locations based on your customer's needs, with our innovative mounts.

## Arlo Recurring Revenue (RMR) Program

Add Arlo Security Cameras to your existing professional monitored security offerings. Develop new offerings and reach new customers utilizing the unique features of the Arlo RMR program.

- Arlo RMR is available through COPS and UCC central stations. If you don't have a relationship with COPS or UCC today, we have developed a simple contract to get new dealers setup quickly.
- RMR plans starting at \$12.49/month dealer cost - includes up to 6 cameras and 90 days of cloud storage. This is as low as \$2.10 per camera and with 90 days of video history, this is the best value in the market!
- Dealers are free to set their own selling price on all Arlo RMR Services. Additional plans are available, see the Arlo Partner Portal for more details.
- **All reseller/installers are required to become Arlo Authorized Partners in order to purchase Arlo products through distribution and the RMR service offerings through the Partner Portal.**



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## Arlo Pro Hardware Overview

The world's first 100% wire-free, weatherproof, rechargeable HD smart security camera with audio and 130° viewing angle. Arlo Pro is ideal for business and home use, and can be placed both indoors and outdoors. Given the wire-free nature of Arlo Pro, all cameras require a base station to connect to the internet.



100% Wire Free Option



HD Quality



Free Cloud Recording



Weather-Resistant



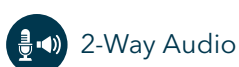
Night Vision



LIVE Live View



130° Viewing Angle



2-Way Audio



Rechargeable

## Arlo Pro Professionally Monitored Service Offering

Add Arlo Security cameras to your professional monitor services. RMR SKUs can only be installed by Authorized Arlo Partners who have access to the NETGEAR RMR Portal. There are multiple Arlo models available to help you better serve your customers.

### Arlo Brown Box

Professionally Monitored Service Offerings

### Arlo Pro Camera for RMR Services

Model - VMC4030-111PAS

### Arlo Pro Base Station for RMR Services

Model - VMB4000-111PAS



## Arlo Partner Dedicated Support

**1-866-480-2112 (option 2)**

\*This support line is reserved only for Arlo Partner use—it is not for customers, consumers or unregistered partners.

## Join the Arlo Partner Program!

To become an authorized Arlo Reseller Partner, email [NorthAmericaSales@Arlo.com](mailto:NorthAmericaSales@Arlo.com) or call 408.824.7000