

# Geospatial Authorized Reseller Program



Hexagon's extensive and powerful network of authorized resellers allows customers across the globe access to our technology to collect, manage, visualize, analyze and share the location-based data necessary for their success. At Hexagon, we rely on our resellers not only to provide our technologies to local markets, but also to deliver solutions that solve specific business problems in those regions.

Partnership with Hexagon provides companies the opportunity to maximize their profit margins through high-demand software. Additionally, Hexagon offers world-class software development tools that enable companies to build their own products.



# What is a geospatial authorized reseller?

Learn more about becoming a geospatial authorized reseller and the opportunities partnership offers your company.

Authorized resellers sell Hexagon products or use those products as a foundation to create and sell their own offerings. Resellers are qualified to deliver solutions within their respective industries and have the necessary market knowledge to increase the value of our geospatial platforms and technologies.

Hexagon provides resellers with consultancy, sales support and training services to ensure they have the necessary tools to be successful promoting and selling our products. We also aid in the planning and implementation of revenue growth strategies to help our resellers develop new markets and expand their business. And, while resellers are responsible for generating their own business opportunities, we also execute marketing programs that may result in leads for them.



# Geospatial Authorized Reseller Program

Geospatial authorized resellers are organized into four revenue-based tiers: Diamond, Platinum, Gold and Silver. Each Hexagon reseller type includes additional tools and resources, but every tier benefits from:



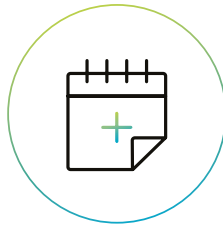
**Flexible and inclusive benefits packages** with appropriate tools to meet business goals



**Single annual subscription** that allows easy budgeting and access to all program components



**Software licenses** based on tier, with possibility to add products of interest



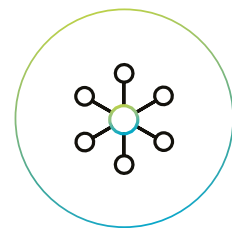
**Hexagon event passes** to international, regional and local events



**Reward program** that allows opportunity to earn monetary rewards after reaching milestones

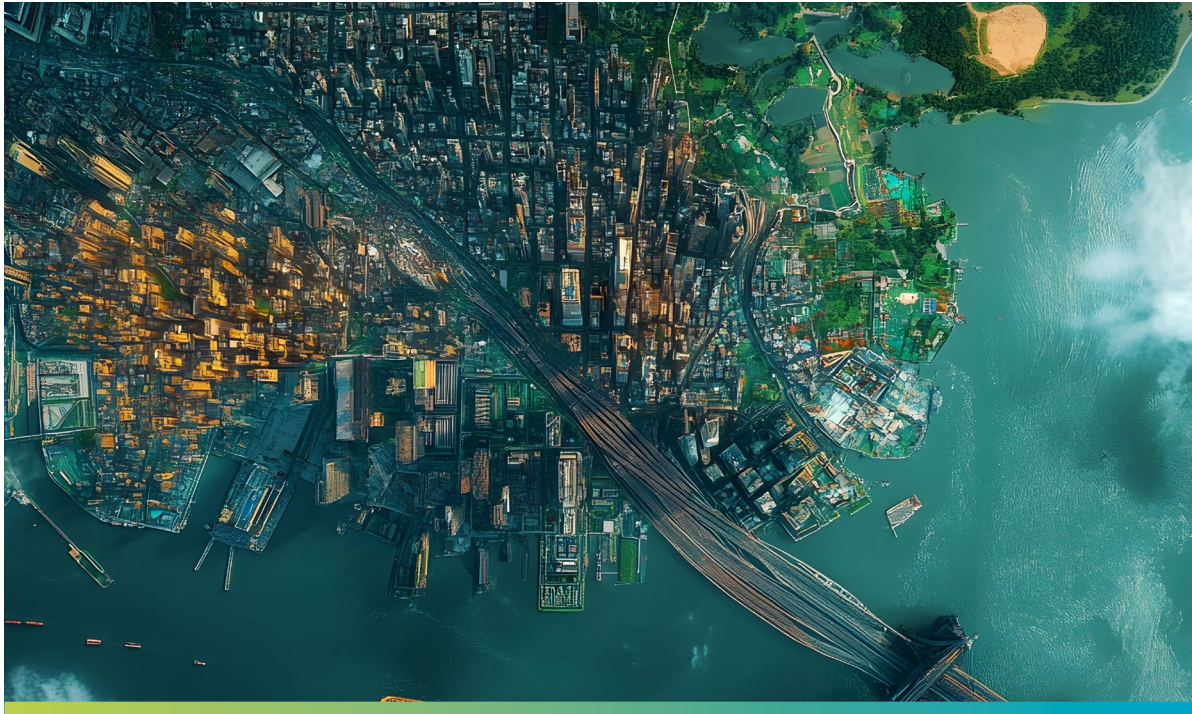


**Opportunity to progress to new tier** after exceeding expectations for current tier



**Networking and business development** opportunities with other resellers through community-building efforts and annual meetings





## Why become a geospatial authorized reseller?

- **Access to advanced technology:** Leverage highly scalable, adaptable, customizable geospatial solutions and harness the power of data to meet unique requirements, ensure long-term value, turn raw information into actionable insights for better decision-making and stay ahead of competitors
- **Collaborative innovation:** Collaborate with Hexagon in developing new solutions, contributing to innovation and staying at the forefront of industry trends
- **Exclusive events and resources:** Gain access to shows, webinars and other events and resources that provide insights into industry trends, new products and market strategies
- **Networking opportunities:** Benefit from a global community of industry professionals, sharing knowledge and best practices and fostering long-term relationships
- **Sustainability focus:** Discover solutions that improve resource efficiency, reduce waste and mitigate environmental impacts, supporting sustainability goals
- **Global reach with local support:** Receive the support you need, regardless of your location, with comprehensive solutions and local expertise
- **Industry expertise:** Access deep industry knowledge and tailored solutions to address specific business challenges thanks to Hexagon's broad portfolio and industry expertise
- **Training and support:** Ensure you are well equipped to sell and implement Hexagon solutions effectively – all standard online and on-site training opportunities are included

# Geospatial authorized reseller tiers

We strive to ensure our resellers can meet the needs of their prospects and customers. Therefore, each tier offers tools and resources to maximize success at the designated partnership level. These include access to software, subscriptions and demo packs for use with prospects and more.

## Diamond Authorized Reseller

Diamond is the top tier for our resellers. Diamond authorized resellers receive maximum benefits. This tier provides:

- **M.APP PORTFOLIO**
  - M.App Enterprise Professional
  - M.App X Starter Kit
- **POWER PORTFOLIO**
  - One desktop product DDP
  - One server product DDP
  - On request:
    - Five Spatial Modeler SDK
    - Five Geospatial Portal SDK
- **LUCIAD PORTFOLIO**
  - Two developer licenses each of LuciadFusion, LuciadLightspeed, LuciadRIA and Luciad CPillar
- **Strategic Marketing Service**
- **Three Hexagon LIVE Global event passes**

## Platinum Authorized Reseller

The next tier is Platinum, providing resellers with even more benefits. Platinum authorized resellers receive:

- **M.APP PORTFOLIO**
    - M.App Enterprise Professional
    - M.App X Starter Kit
  - **POWER PORTFOLIO**
    - One desktop product DDP
    - One server product DDP
    - On request:
      - Five Spatial Modeler SDK
      - Five Geospatial Portal SDK
- or
- **LUCIAD PORTFOLIO**
    - Two developer licenses each of LuciadFusion, LuciadLightspeed, LuciadRIA and Luciad CPillar
- and
- **Strategic Marketing Service**
  - **Three Hexagon LIVE Global event passes**

## Gold Authorized Reseller

The Gold tier includes additional opportunities for support from Hexagon to help meet client needs. Gold authorized resellers receive:

- **M.APP PORTFOLIO**  
M.App Enterprise Professional
- **POWER PORTFOLIO**  
One desktop product DDP OR 1 server product DDP  
On request:  
One Spatial Modeler SDK  
One Geospatial Portal SDK

or

- **LUCIAD PORTFOLIO**  
One developer license each of LuciadFusion, LuciadLightspeed, LuciadRIA and LuciadCPillar

and

- Two Hexagon LIVE event passes or one Hexagon LIVE Global event pass

## Silver Authorized Reseller

The Silver tier is our introductory tier. It provides Hexagon resellers with:

- **M.APP PORTFOLIO**  
M.App Enterprise Professional
- **POWER PORTFOLIO**  
ERDAS IMAGINE Developer and Demo Pack (DDP)  
GeoMedia DDP
- One Hexagon LIVE event pass

**Contact us**



Hexagon is the global leader in precision technologies at any scale. Our digital twins, robotics and AI solutions are transforming the industries that shape our reality.

Hexagon's Safety, Infrastructure & Geospatial division improves the resilience and sustainability of the world's critical services and infrastructure. Our solutions turn complex data about people, places and assets into meaningful information and capabilities for better, faster decision-making in public safety, defense, transportation, government and physical security. Learn more at [hexagon.com](https://hexagon.com) and follow us [@HexagonAB](https://twitter.com/HexagonAB).