Hexagon’s strong network of resellers allows customers around the world to access our technology to collect, manage, visualize, analyze, and share the location-based data necessary for their success. We rely on our resellers not only to provide our technologies in local markets, but also to deliver solutions that solve specific business problems in those markets.

Partnership with Hexagon provides companies with the opportunity to maximize their profit margins through high-demand software sales. We also offer world-class software development tools that enable them to build their own products.
What is a Hexagon Reseller?

Learn more about becoming a Hexagon reseller and the opportunities partnership offers to your company.

Our resellers sell our products or utilize 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 providers resellers with consultancy, sales support, and training services to ensure they have the necessary tools to be successful in 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.
Hexagon Reseller Program

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

- **Flexible and inclusive benefits packages** with the appropriate tools to meet business goals
- **Single annual subscription**, allowing Hexagon resellers to budget accordingly and access all the program’s components for the entire year
- **Software licenses** based on the tier, and the possibility to add additional products of interest
- **Hexagon event passes** to international, regional, and local events
- **Reward program**, which provides the opportunity to earn monetary rewards after reaching specified milestones
- **Opportunity to progress to a new Hexagon reseller tier** after exceeding expectations for the current tier
- **Networking and business development** opportunities with other resellers through the reseller community-building efforts we foster
Hexagon 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.

Silver Partners

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

- **M.APP PORTFOLIO**
  - M.App Enterprise Professional
  - Mobile Alert Smart M.App Partner Subscription
  - M.App Analyzer Demo Pack

- **POWER PORTFOLIO**
  - ERDAS IMAGINE Distributor Demo Pack (DDP)
  - GeoMedia DDP

- **1 Hexagon event pass**

Gold Partners

Gold Partners possess additional opportunities for support from Hexagon’s Geospatial division to help in meeting client needs. Gold Partners receive:

- **M.APP PORTFOLIO**
  - M.App Enterprise Professional
  - Mobile Alert Smart M.App Partner Subscription
  - M.App Analyzer Demo Pack

- **POWER PORTFOLIO**
  - 1 desktop product DDP OR 1 server product DDP
  - 1 Hexagon Geospatial Developer Network (HGDN) subscription

  OR

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

  AND

- **2 Hexagon event passes**
Platinum Partners

Platinum partnership is our next tier, providing resellers with even more benefits. Platinum Partners receive:

- **M_APP PORTFOLIO**
  - M.App Enterprise Professional
  - Mobile Alert Smart M.App Partner Subscription
  - M.App Analyzer Demo Pack
  - M.App X Starter Kit

- **POWER PORTFOLIO**
  - 1 desktop product DDP
  - 1 server product DDP
  - 5 HGDN subscriptions

OR

- **LUCIAD PORTFOLIO**
  - 2 developer licenses each of LuciadFusion, LuciadLightspeed, LuciadRIA, LuciadMobile, and Luciad CPillar

AND

- **Strategic Marketing Service**
- **5 Hexagon event passes**

Diamond Partners

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

- **M_APP PORTFOLIO**
  - M.App Enterprise Professional
  - Mobile Alert Smart M.App Partner Subscription
  - M.App Analyzer Demo Pack
  - M.App X Starter Kit

- **POWER PORTFOLIO**
  - 1 desktop product DDP
  - 1 server product DDP
  - 5 HGDN subscriptions

- **LUCIAD PORTFOLIO**
  - 2 developer licenses each of LuciadFusion, LuciadLightspeed, LuciadRIA, LuciadMobile, and Luciad CPillar

- **Strategic Marketing Service**
- **5 Hexagon event passes**
**Hexagon Reseller Program Customization**

To ensure each partner has access to necessary resources, most of the benefits for each Hexagon partner tier are also available as program add-ons, meaning the partner can purchase them for an additional, partner-discounted fee.

**Geospatial Software Training**

Hexagon resellers are equipped with the well-rounded knowledge to sell Hexagon products and comprehensively support customers by participating in geospatial training events offered throughout the year. All standard online trainings and standard trainings in Hexagon facilities are included in the partner subscription for all tiers. On-site or partner-specific customized trainings for partners are available as well.

Partners are also offered the opportunity to register for our Hexagon Geospatial Developer Network (HGDN), which provides tools for customizing existing applications, as well as building enterprise solutions to solve geospatial business problems. In addition, our developer community includes free tutorials, technical forums, and eTraining videos. Partnership is not a requirement to have access to developer tools and code samples, but an HGDN subscription is the gateway to accessing Hexagon's Geospatial products for development use in one place.

**Contact Us**

Are you ready to apply your specific industry and market knowledge to Hexagon’s technologies? If you would like to expand your business opportunities as a Hexagon reseller, contact us to learn more.

[https://go.hexagongeospatial.com/become-a-partner](https://go.hexagongeospatial.com/become-a-partner)
Hexagon is a global leader in sensor, software and autonomous solutions. We are putting data to work to boost efficiency, productivity, and quality across industrial, manufacturing, infrastructure, safety, and mobility applications. Our technologies are shaping urban and production ecosystems to become increasingly connected and autonomous – ensuring a scalable, sustainable future.

Hexagon’s Geospatial division creates solutions that deliver a 5D smart digital reality with insight into what was, what is, what could be, what should be, and ultimately, what will be.

Learn more about Hexagon (Nasdaq Stockholm: HEXA B) at hexagon.com and follow us @HexagonAB.

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