

# Global VSP Program

Video Software Partner Program



**MOXA**®

# Grow your Business Faster and More Profitably with Moxa's Video Software Partner Program



The MOXA VSP (Video Software Partner) Program is designed to attract Video Software Partners who have the capability to create and integrate video management software using MOXA's VPort SDK. The ultimate goal is to provide standard video management software to customers, or co-op with MOXA distributors to help System Integrators and Installers build customized video management systems with MOXA's VPort products.

By participating in the VSP Program, partners will gain ready access to VPort products and SDK technical information. In addition, we will invite partners to cooperate with us on marketing events for the purpose of substantially increasing business opportunities for both MOXA and VSP partners. As a leading supplier of industrial communication solutions, MOXA is committed to providing high quality, highly reliable video networking products that are designed for critical and demanding environments and applications. As far as video software management and integration are concerned, MOXA will maintain a close relationship with VSP partners to assist with the development of software that fulfills customers' requirement for video networking solutions.

## Video Software Partners will receive the following benefits:

- Be listed on the MOXA VSP Program web pages for access to more business opportunities
- Receive dedicated product and SDK technical training and support
- Be privy to confidential pre-launch product information
- Have access to in-depth industry knowledge and experience
- Participate in co-branded sales and marketing activities

Joining the MOXA VSP program will assist our partners not only with integrating MOXA's video servers and network cameras, but also expand your business scope by carrying MOXA's complete product portfolio.

## Become a Moxa Video Software Partner

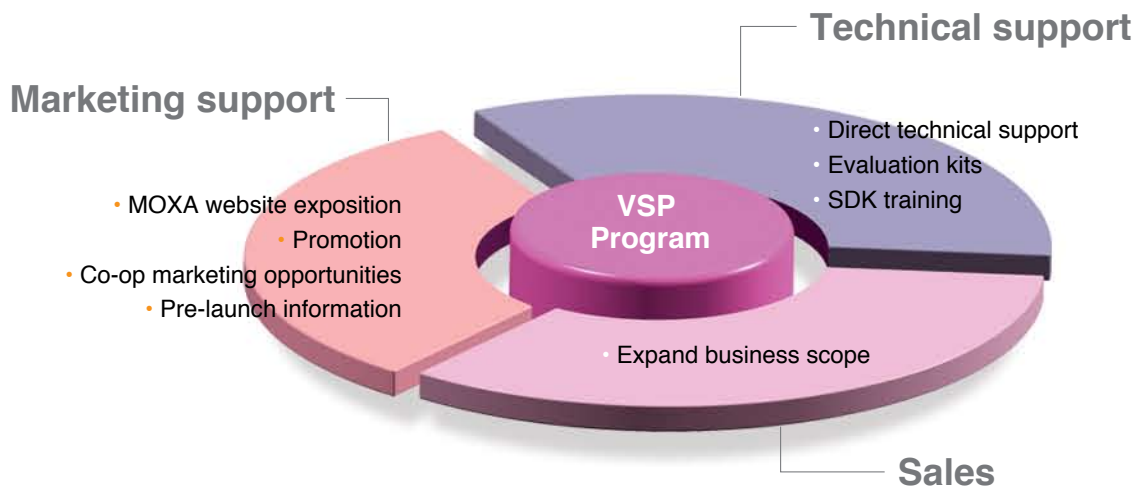
**Become a MOXA VSP to experience  
incredible growth-Right Now!**

If you are interested in joining, or would like more information, please fill out the web form on [www.moxa.com](http://www.moxa.com). A MOXA sales representative will contact you soon to proceed with the VSP application process. A VSP agreement will be signed by both parties, after which you can start benefiting from the MOXA VSP Program.

[http://www.moxa.com/Zones/Video\\_Networking/VSP.htm](http://www.moxa.com/Zones/Video_Networking/VSP.htm)

# VSP Program

## Partner Benefits



## Technical Support

If you have questions about software, please send an email to [support@moxa.com](mailto:support@moxa.com). Our technical support team and delicate SDK team will give you fully support.

### ▶▶ Level 3

- Example: SDK Package requirement/feature confirm

### ▶▶ Level 2

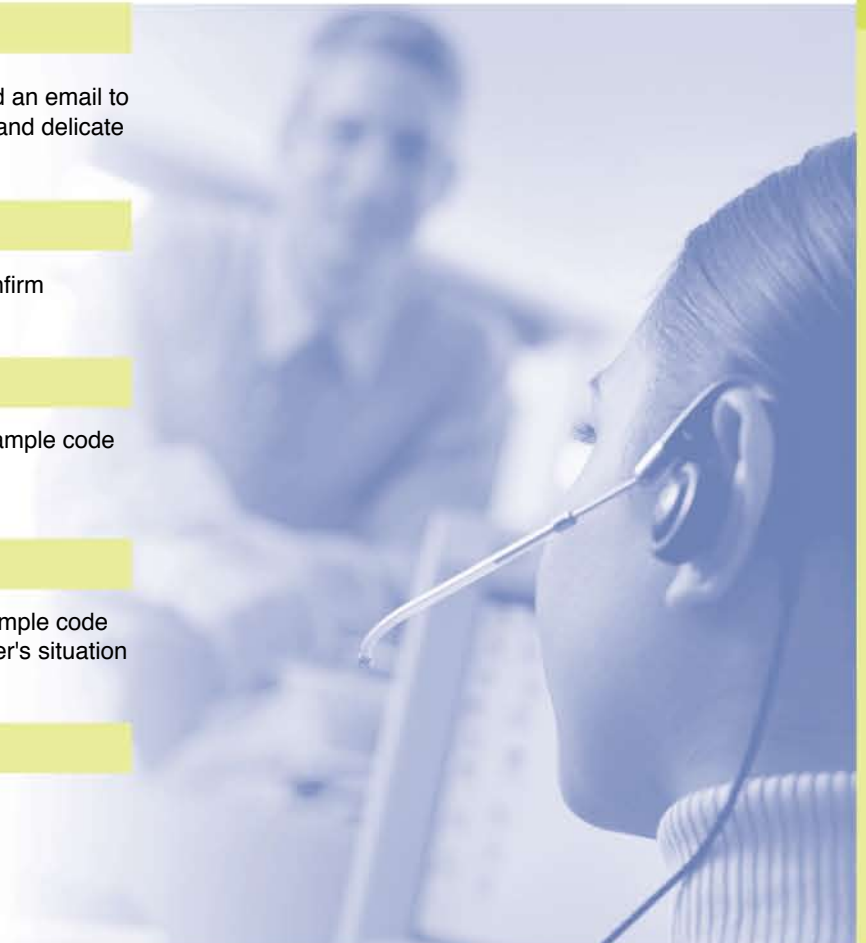
- Need to set up function testing/provide simple sample code
- Example: parameter usage/solution suggestion

### ▶▶ Level 1

- SDK bug/Compatible issue/Complex function sample code
- Example: parameters of library/simulate customer's situation

### ▶▶ Level 0

- New function request



## About Moxa

MOXA was founded in 1987, and is now one of the top 3 providers of Industrial Device Networking Solutions worldwide, and is No. 1 in Asia. To date, at least 9,000,000 devices have been installed worldwide with the help of MOXA products. MOXA's product lines include video over IP servers, multiport serial boards, serial device servers, industrial Ethernet switches, and front-end embedded computers.

MOXA sells more than just products. Our outstanding sales team uses a customer-oriented approach that forces us to listen carefully to the needs of the customer. And the R&D team cooperates closely with our technical support engineers to solve customers' problems and answer questions about how to set up or use MOXA's products. MOXA's standard 5-year product warranty is another big plus for industrial automation customers. With MOXA's products, you get:

- Reliability
- Professional Service
- Quality Assurance

With MOXA's wide array of products, system integrators have a "one-stop shopping" solution for their video networking solution.

### ▶▶ Headquarters

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