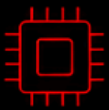


We Help Manufacturers Sell More.

We influence product selection by helping customers confidently choose the right products for their applications.

We don't list everything. We choose the manufacturers and products we believe can win in the applications we support.



MORE
HARDWARE
SALES



MORE
SOFTWARE
SUBSCRIPTIONS



MORE
QUALIFIED
OPPORTUNITIES

Great Technology
Deserves
Successful Deployments.™



THE THINGHUB MODEL.

Customers Don't Start With a Part Number.

They start with a problem they need to solve.

ThingHub works with customers to identify the right technology, select vetted hardware, and recommend the software solution that best fits their application.



The ThingHub Solution Path™



UNDERSTAND

Understand the customer challenge and define the right technology approach.



SELECT

ThingHub-vetted hardware and suitable software options



TRANSACTION

Products purchased through ThingHub



DEPLOY

Recommend qualified Solution Partners when implementation is needed



EXPAND

Repeat orders, additional locations and subscriptions

IT'S NOT ABOUT WINNING THE COMPARISON.
IT'S ABOUT BEING PART OF THE SOLUTION BEFORE A PART NUMBER IS CHOSEN.



GREAT TECHNOLOGY DESERVES
SUCCESSFUL DEPLOYMENTS™



WHY THINGHUB IS DIFFERENT.

Not Another Product Catalog.

TYPICAL DISTRIBUTION	THINGHUB
✗ Starts with part numbers—leaving customers to sort through a large catalog to determine what may work.	✓ Starts with the customer’s business problem and application requirements.
✗ Typically engages after product selection is largely complete.	✓ Helps shape product selection before the bill of materials is finalized.
✗ Product fit, compatibility and operating conditions are often left for the customer or integrator to validate.	✓ Curates vetted products that meet the critical performance requirements of customer applications—not product categories.
✗ Leaves customers to find technical and implementation help after purchase.	✓ Provides technical guidance and connects customers with qualified Solution Partners when implementation support is needed.

WE DON’T SIMPLY HELP CUSTOMERS BUY PRODUCTS.
WE HELP THEM BUY THE RIGHT PRODUCTS.



The ThingHub Seal of Approval™

ThingHub does not automatically approve every product in a manufacturer’s portfolio. We select products that fit the applications we support and that have earned our confidence through technical evaluation, real-world deployment experience, and credible field evidence.



Greater buyer confidence in your product



Greater product visibility in relevant applications



More qualified customer opportunities for your product



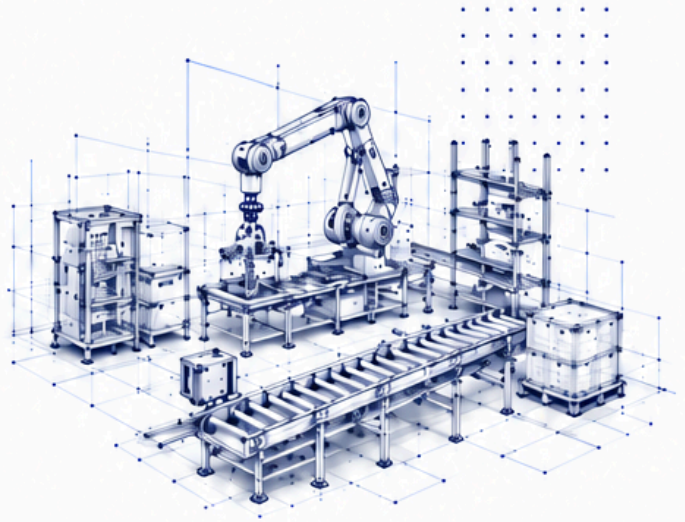
Stronger competitive positioning during final product selection

The goal is not to rank manufacturers. It is to help customers confidently select the right product for their application.

THE MANUFACTURER OPPORTUNITY.

Reach Qualified Opportunities.

ThingHub Positions Your Products Where They Can Win.



MORE BUYER ACCESS

Engage buyers with real operational requirements—not catalog browsers.



REACH BUYERS BEFORE PRODUCT SELECTION

Get your products considered while technologies and solutions are still being evaluated.



SHOW WHY YOUR PRODUCT FITS

Show customers where your product fits, why it was selected, and the role it plays in the solution.



CREATE REPEAT REVENUE

Successful deployments can expand across sites, applications, licenses, and subscriptions.

YOUR PRODUCTS AREN'T SIMPLY LISTED.
THEY'RE POSITIONED WHERE THEIR
ADVANTAGES MATTER MOST.

PARTNERSHIP MODEL.

A Distribution Partnership Built to Win More Business.

ThingHub partners with selected IoT and RFID manufacturers — hardware and software — whose products fit the applications and solutions we support.

Our role is to help get the right products selected, sold, and successfully deployed. Manufacturer partners provide the commercial authorization, product access, and technical support needed to make that possible.



WHAT THINGHUB DOES	WHAT WE NEED FROM OUR PARTNERS
 Recommends your products for relevant customer application	 Access to technical documentation, product demonstration, training and engineering support
 Sells products directly to customers	 Authorized reseller status and competitive pricing (for software: clear subscription pricing)
 Stocks selected hardware when demand and volume justify it	 Reliable order fulfillment including drop-shipping
 Helps create opportunities for additional licenses, users, locations and recurring subscriptions	 Visibility into renewals and recurring revenue associated with ThingHub-originated customers.
 Connects customers with the manufacturer or a qualified Solution Partner for implementation	 A defined process for customer handoff, implementation, and ongoing support



NEXT STEP.

Let's Identify Where We Can Win Together.

A ThingHub manufacturer partnership does not need to begin with your entire product portfolio.

We start where the opportunity is strongest.



- 1



PRODUCT SELECTION

ThingHub selects the products to evaluate and approve based on application fit, customer requirements, and technical merit.
- 2



COMMERCIAL MODEL

Reseller pricing, software economics, geographic rights, and fulfillment.
- 3



TECHNICAL RESOURCES

Product expertise, documentation, training, and support available to ThingHub and its customers.
- 4



LAUNCH

The fastest path to bringing approved products into relevant ThingHub solutions.

We Help Manufacturers Win More Business.

By helping customers confidently select your products, purchase them through ThingHub, and move forward with the implementation support they need.



SCHEDULE A PARTNERSHIP CALL →

-  www.ThingHub.io
-  info@ThingHub.io
-  (678) 333-5895

