



## **AMT's Partner Program Enables New Security Business Models**

*Partner Program removes upfront costs and barriers to launching branded access control SaaS solution.*

**Saint Paul, MN August 12, 2010:** AMT, a technical resource provider of physical access control Software as a Service (SaaS) solutions, has introduced a new Partner Program that lets partners outsource whatever technical abilities they lack to AMT with no upfront costs. The costs are bundled with product pricing and not incurred until the sale is made.

“We’re excited that the Partner Program enables customers to play roles in the market they could not with traditional vendors. This gives them fixed, known costs they can bundle into their offering as a cost of sale rather than overhead.” says Gary Larson, President of AMT, Inc.

This program allows customers to qualify themselves at an appropriate level. The partner levels fall into three categories: Manufacturing Partners, Reseller Partners, and Solutions Partners.

- Manufacturing Partners have the most control over their product, leveraging their own technical staff to support their end users, using AMT for engineering level support only.
- Reseller Partners provide a first level of system support for their downstream customers, gathering information and handling basic questions. These partners then escalate field issues to AMT staff, with AMT troubleshooting and supporting to whatever level is necessary.
- Solution Partners are those who sell direct to end users. These partners can refer support issues directly to AMT staff for troubleshooting and support to whatever level is necessary.

This simple model gives customers the control over what role they play. Whether access control is a partner’s core business or an extension, this program lets them focus on their competencies. By offering a hosted solution, end user support, marketing material and more, AMT makes it possible for anyone with the desire, to have their own access control product.

### **About AMT, Inc.**

AMT is a total security solutions provider of software applications, off-the-shelf hardware, hosting and managed services and complete system support. AMT has specialized experience creating software for highly distributed security systems running as a service (SaaS). AMT further empowers OEM partners by providing source code, training and developer resources to customize their applications. AMT is an Advantage HID Channel Partner.

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