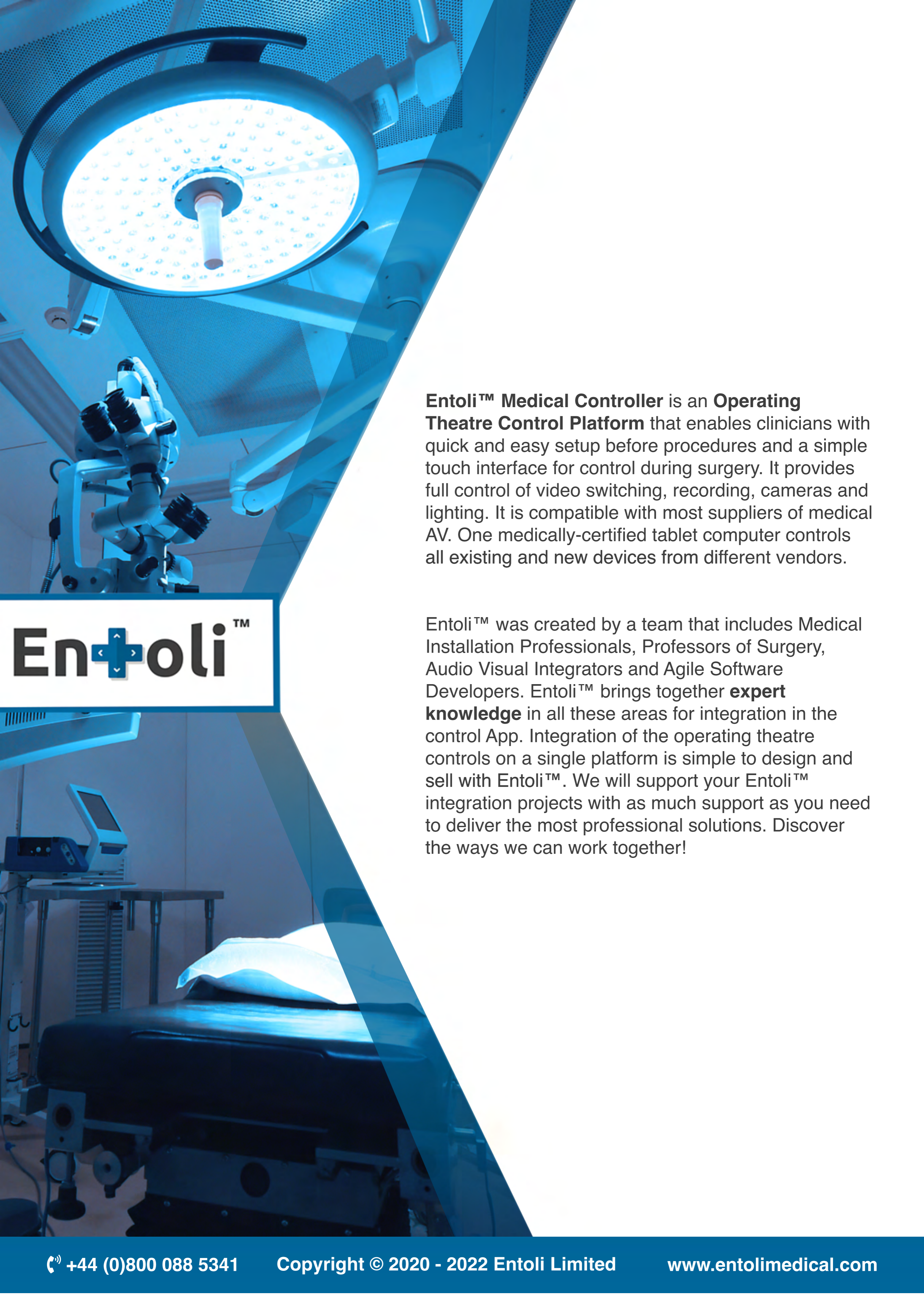




EntoliTM

Operating Room Control Platform

PARTNERSHIP PROGRAMME



Entoli™ Medical Controller is an **Operating Theatre Control Platform** that enables clinicians with quick and easy setup before procedures and a simple touch interface for control during surgery. It provides full control of video switching, recording, cameras and lighting. It is compatible with most suppliers of medical AV. One medically-certified tablet computer controls all existing and new devices from different vendors.

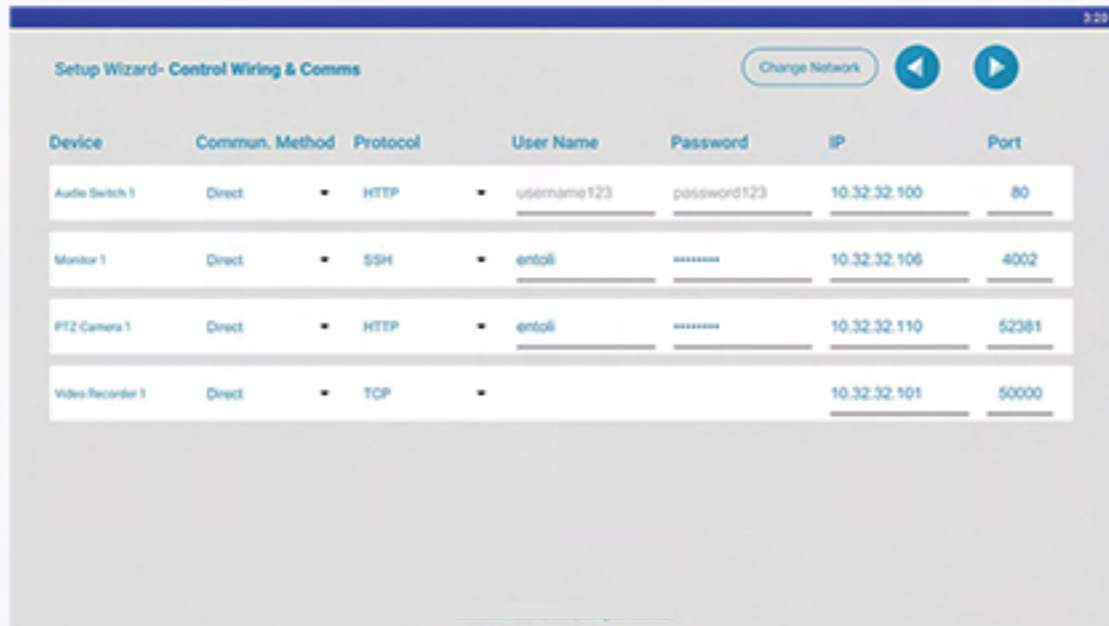
Entoli™

Entoli™ was created by a team that includes Medical Installation Professionals, Professors of Surgery, Audio Visual Integrators and Agile Software Developers. Entoli™ brings together **expert knowledge** in all these areas for integration in the control App. Integration of the operating theatre controls on a single platform is simple to design and sell with Entoli™. We will support your Entoli™ integration projects with as much support as you need to deliver the most professional solutions. Discover the ways we can work together!

Seamless Operating Room Control



Additional Modules and Capabilities

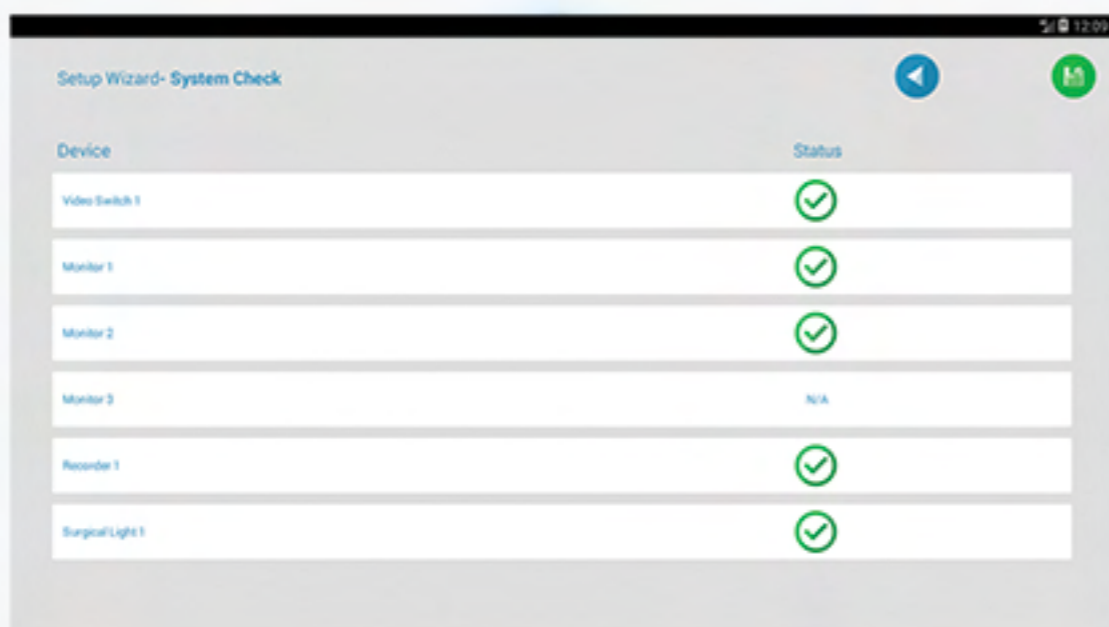


Little to no effort to set up once the hardware is connected

- Standard wizard-driven application
- No server setup required for processing
- Get started in 3-4 steps

Integrated control of video switching, recording cameras and lighting

- Single control point for all OR AV systems
- Very cost-effective compared to other OR control solutions
- Add-on features for video conferencing, meeting rooms and data gathering



Customisable to fit your brand identity

- Interface customisation according to your and your clients' requirements
- Multi-language interface
- Additional modules to support future client needs

The Components of the Entoli™ Offering



Entoli™ Core Licence

The most basic licensing option that can be enhanced later on. The core licence features Video Only Control or a Basic Integration App.



Entoli Licence



Entoli™ Add-on Licences

In addition to the core Entoli™ licence you may choose additional control functionality with one or more of the modules described above.

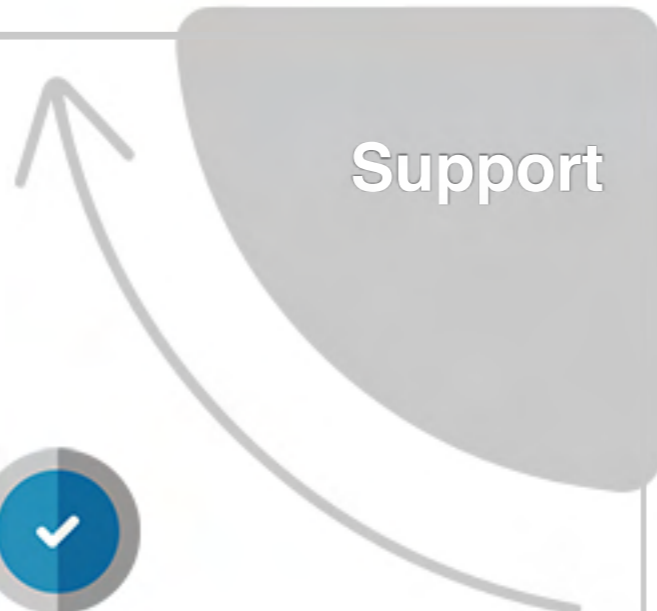


Feature Licence



Ongoing Support

Our support desk is based in the UK and is available 24/7 for technical questions, troubleshooting and configuration with the minimum of on-site assistance. If remote support is not sufficient, we will provide on-site support by an experienced AV technician.



Support



Medically-approved Hardware

The Entoli™ Control Platform runs on medically-certified devices and seamlessly controls AV equipment dedicated to medical settings. You can engage your local installation partner for the hardware supply and installation or rely on our turnkey installation service. We will design, deploy and commission the hardware setup to deliver a complete project installation for operating theatres of any size.



Approved Hardware

How are we going to work together?

Entoli™ has a tiered partnership structure to help you easily decide on the level of engagement you would like from us. From supply-only to full support, we can assist you in delivering successful projects that will delight your medical end users.

Entoli™ Partnership Options



Bronze Partners

The most basic partnership option allows you to sell Entoli™ licences and projects without actually executing them yourself. We will pay you a fixed compensation fee for every new customer won after your referral.

What can you expect from us?	What do we expect from you?
Full partner sales onboarding	Learn about the Entoli™ platform inside out
Sales materials and pre-sales support	Present Entoli™ to all potential clients with integrated OR control needs/requirements
Tendering, solution design and bid management.	Provide us with all contact details of potential Entoli™ clients
Turnkey Entoli™ installation	Serve as a mediator between the Entoli™ team and your local medical customer
Ongoing client support	
3% of any won project value as a compensation fee.	

Entoli™ Partnership Options



Silver Partners

As a Silver partner of Entoli™, you will not only help us win new business, you will also be involved in delivering parts of the Entoli™ project – be it pre-sales, installation, deployment, support or any combination of these. You will be able to set the pricing for any of these project services yourself. Entoli™’s licensing price will remain the same, so you will be in charge of deciding on the profit margins for your organisation!

What can you expect from us?	What do we expect from you?
Full partner sales onboarding	Learn about the Entoli™ platform inside out
Sales materials and pre-sales support	Present Entoli™ to all potential clients with integrated OR control needs/requirements.
Technical onboarding	Pre-sales, solution design and bid management
Technical materials and learning support	Tendering
Partial services where needed to complete full project*	Hardware supply*
Installation support*	Turnkey Entoli™ installation*
Fixed Entoli™ licence price	Ongoing support (remote and onsite)*

* Optional and can be combined with other services. To be agreed on a case-by-case basis.

Entoli™ Partnership Options



Gold Partners

Our Gold Partners work almost independently from Entoli™ and are free to price any project with the margins they are happy with. Entoli™'s licensing price will remain the same and we will fully support you from a sales and technical learning perspective. The rest is over to you!

What can you expect from us?	What do we expect from you?
Full partner sales onboarding	Learn about the Entoli™ platform inside out
Sales materials and pre-sales support	Present Entoli™ to all potential clients with integrated OR control needs/requirements
Technical onboarding	Pre-sales, solution design and bid management
Technical materials and learning support	Tendering
Fixed Entoli™ licence price	Hardware supply
	Turnkey Entoli™ installation
	Ongoing support (remote and onsite)

Entoli™ Partnership Options



Platinum Partners

As a Platinum Partner, you will not only deliver Entoli™ projects independently, you will also help us shape the future of our OR control platform! Join us in envisioning and delivering the platform roadmap!

How are we going to work together?

- ⦿ All GOLD partner responsibilities
- ⦿ Solution vision workshops
- ⦿ QA/Testing workshops
- ⦿ Shared product development
- ⦿ Coordinating sales and technical materials creation

Entoli™

Seamless Operating Room Control



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