



VARSense®

What is VARSense®?

1. **Product Training:** Product knowledge is an indispensable asset in successfully deploying a reliable wireless network. VARSense® members are trained and tested on their ability to successfully deploy a full Bountiful® Wi-Fi solution. This training includes overall product knowledge, setup, troubleshooting, sales, and feature set.
2. **Margin Protection:** VARSense® members enjoy discount pricing through any one of our valued distribution partners. As such, each VARSense® member will be held to MAP (Minimum Advertised Price) to ensure respectable margin integrity be maintained on the resell of VARSense® products. Violating VARSense® members will be stripped of their membership and will lose discount privileges with little to no opportunity for renewal. By allowing discount pricing only to the tightly knit VARSense® community, Bountiful® Wi-Fi will strive to ensure margin integrity to all of its members.
3. **Support Community:** Bountiful® Wi-Fi's VARSense® members will have access to an exclusive community for technical support, documentation, press kits, marketing materials, Bountiful® Wi-Fi pre-sells application teams and more.

Who Can Apply for VARSense®?

1. VARs, System Integrators and organizations with large self-governed IT management are accepted into the community. A select few online resellers will be certified with intense MAP obligations.

How to Become a VARSense® member:

1. **Obtain a demo product** from one of our valued distributors
2. Once you receive your demo product, **submit your online application.** [CLICK HERE](#) to see Application. You will need a demo **product serial code and MAC address** to apply.
3. You will receive a **temporary username and password** to access the training site and testing documentation.
4. **Take the online test.**
5. After your successful completion of the online test you will **sign membership agreements** including MAP agreements.

The VARSense® member:

1. After becoming a Bountiful® Wi-Fi VARSense® member, you will be **allowed access** to the VARSense® **discount pricing** available through your preferred Bountiful® Wi-Fi distributor.
2. The VARSense® member will receive a **unique username and password** to access the VARSense® community available on a secure Bountiful® Wi-Fi portal.
3. Each VARSense® member will receive a VARSense® **certified member logo.**
4. A dedicated pre-sells application Bountiful® Wi-Fi representative will **personally assist you in your future installation designs.**