

Partnership program

Why should you become a frient distributor
and what do we need from you?



Why should you become a frient partner?

Sell mature, tested devices

The frient products are based on years of experience in developing Zigbee-based devices.

Made by leading IoT provider Onics (formerly Develco Products), more than 4 million products have been deployed under various brands.

The frient devices offer you:

- Proven technology
- High quality
- Smooth and stable connection with Zigbee hubs

Get access to marketing material

We provide you with over 2000 texts and images you can use in your web shop and marketing.

Short and long product descriptions and 8+ images per product are available in:

Danish, Dutch, English, Finnish, French, German, Italian, Norwegian, Polish, Spanish, and Swedish

Benefit from joint marketing

- Be listed on the frient website as a distributor
- Be included in blog & social media posts
- Be the first to know about new product launches & other updates



Requirements for becoming a frient distributor

Assortment and stock

- Have all relevant products in stock and visible in the shop
- Provide forecasts for your orders

Website

- Present frient nicely on the website using the images we provide

Campaigns

- Provide forecasts for any joint campaigns

Marketing

- Inclusion in your newsletter and Social Media posts
- Possibility for joint participation in trade shows and fairs
- Possibility for joint marketing with other partners (e.g. hub providers)
- Product news: Marketing of new products

Brand building

- Help support the frient brand



Who are you?

Retail distributor	Professional distributor
<ul style="list-style-type: none">• Focus on smart home• Experience in building up brands• Salespeople promoting your brands• Resources to build up frient	<ul style="list-style-type: none">• Access to professional installers and wholesale companies• Participation in trade shows and fairs• Marketing and brand-building competencies• Interest in actively working with the frient brand



Say hello to the frients

Imagine always having a frient who looks out
for what matters most to you.

You know, someone who keeps your loved ones safe and comfortable. A frient who safeguards your home
– and someone who leads you on the path to a
greener everyday life.

Now that's a frient!

Do you want to become a distributor?
Contact us at info@frient.com

Wanna be frients?

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