PARTNER PROGRAM

One Platform.
Four Industry Solutions.
Recurring Revenue.



Grow beyond connectivity. Offer managed Wi-Fi solutions for hotels, campuses, membership venues and public spaces, and build recurring software and service revenue with OKwifi.

4 Industry operating systems

4 Partner roles to choose from

3 Ways to earn with OKwifi

Partner with OKwifi

New business opportunities · Recurring revenue · Multi-industry coverage

okwifi.in | hello@okwifi.in

Smart WiFi. Better Experience.

THE OPPORTUNITY

More than internet. A managed Wi-Fi business.

ISPs and network solution providers can use OKwifi to expand beyond traditional internet connectivity and offer managed Wi-Fi solutions with recurring software and service revenue.

You bring

The customer relationship, internet connectivity and local deployment expertise.

OKwifi brings

The software platform, product updates, deployment guidance and agreed technical support.

FOUR OPERATING SYSTEMS

OKwifi
Hotel-OS Hospitality Wi-Fi

Hotels, resorts, lodges, guest houses

- Guest Wi-Fi access and authentication
- Guest access management
- Wi-Fi usage monitoring and reporting
- Optional digital guest services, such as QR menus and guest information
- Centralized management across supported hotel properties

OKwifi
Campus-OS Education Wi-Fi

Schools, colleges, institutes, hostels

- Separate access policies for students, teachers, staff and visitors
- Student and staff authentication
- Bandwidth and usage policies
- Hostel and campus Wi-Fi management
- Centralized monitoring and reporting

OKwifi
Member-OS Membership Wi-Fi

Gyms, libraries, co-working spaces, clubs

- Membership-linked Wi-Fi access
- Member authentication using supported methods
- Time-bound or subscription-linked access
- Guest and visitor access
- Usage reports and member-session analytics

OKwifi
Public-OS Public Wi-Fi

Cinema halls, shopping malls, kirana stores, cafés, markets, bus terminals, city Wi-Fi

- Visitor Wi-Fi access with mobile number login
- Free ad-supported Wi-Fi and premium paid access
- Branded login page and session limits
- Centralized management across multiple sites and city zones
- Usage monitoring and visitor reports

Final capabilities will depend on the selected product version, hardware compatibility and integrations.

PARTNER CATEGORIES

Find the role that fits you.

A partner may qualify for more than one category, depending on technical capability and commercial agreement.

01

ISP Partner

Provide internet connectivity, identify customers and support local service delivery.

REVENUE OPPORTUNITY

Connectivity revenue, deployment fees and agreed recurring commissions

02

Network Solution Partner

Design Wi-Fi networks, install access points, routers and related infrastructure.

REVENUE OPPORTUNITY

Hardware margin, installation and maintenance revenue

03

Solution Partner

Sell and deploy Hotel-OS, Campus-OS, Member-OS or Public-OS.

REVENUE OPPORTUNITY

Software subscription commissions and implementation revenue

04

Regional Business Partner

Develop a territory, recruit customers and coordinate local partners.

REVENUE OPPORTUNITY

Contractually agreed sales commissions and recurring incentives

HOW THE PARTNERSHIP WORKS

1

Partner identifies the opportunity

Hotels, campuses, gyms, libraries, co-working spaces and public venues.

2

OKwifi qualifies the requirement

Select the appropriate OS, network design and deployment model.

3

Partner deploys the solution

Connectivity, access points and local installation, arranged to the agreed scope.

4

OKwifi enables the platform

Software configuration, onboarding and agreed technical assistance.

5

Both parties support the customer

Responsibilities are defined through a service-level agreement.

6

Recurring revenue is generated

Subscriptions, connectivity, maintenance and other services billed per the agreed model.

COMMERCIAL MODEL

Choose how you want to earn.

Three ways to partner, from simple introductions to full local deployment and support.

INTRODUCE

Referral Partner

Introduce qualified customers and receive an agreed referral fee.

SELL

Reseller Partner

Sell subscriptions and earn an agreed margin or commission.

DEPLOY

Deployment Partner

Handle installation and local support, earning implementation and service fees. Reseller incentives may be added by agreement.

FOR LARGER PARTNERS

Regional Partner Model

Territory-based targets and incentives for partners ready to develop a region. Territory terms are offered once minimum sales, support and performance requirements are agreed.

WHY PARTNER WITH OKWIFI

Recurring revenue
Software subscriptions and services that bill month after month.

Four markets, one platform
Hospitality, education, membership venues and public spaces from a single partnership.

Use what you already have
Your customers, connectivity and local teams become a managed Wi-Fi offering.

Backed by OKwifi
Platform, product updates, deployment guidance and agreed technical support.

Become an OKwifi Partner

Let's discuss the partner role, commercial model and territory that fit your business. Responsibilities, revenue shares and service levels are finalized in the partner agreement.

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