



February 19, 2010

Re: FreeWave Reseller Certification

Dear FreeWave Reseller,

As you know, to maintain your current reseller status, it is necessary to attend a FreeWave Reseller Certification class in 2010. We have made some changes this year to Reseller Certification. Reseller Certification has been broken down into 2 parts. A technical certification will be held at our headquarters in Boulder, CO. A sales certification will take place via a series of yet unscheduled webinars conducted via the internet.

The technical certification will be a two day event. The first four hours of this class will consist of presentations on new products and will include group hands-on activities. New products being covered include IO expansion, Redundant Master, Cathodic Protection and Tool Suite (new features). The remainder of the class will be a series of self-paced hands on and written tests on existing products including Serial, Plus, IO, Modbus IO, Licensed radios and Installation practices.

At least one member of your organization must attend. **This person should be your company's technical expert and responsible for supporting your install base of FreeWave radios.** There will be no presentations on existing products, and minimal instruction provided during the tests. Reseller Certification is NOT the appropriate venue to learn how to use the existing FreeWave product lines. If you require basic FreeWave technical training, please contact customer support for a schedule of basic training classes that are scheduled for 2010.

FreeWave Reseller Technical Certification will be offered on the following dates.

Tuesday, March 30, 2010 – Wednesday, March 31, 2010

Tuesday, May 25, 2010 – Wednesday, May 26, 2010

Tuesday, June 22, 2010 – Wednesday, June 23, 2010

Tuesday, July 20, 2010 – Wednesday, July 21, 2010

There are a limited number of seats available for each certification class. To register, complete the registration form that can be found at <http://www.freewave.com/conference-registration.html> and return to Jay Moretz at jmoretz@freewave.com or by fax at 303-786-9948.

Please note that Reseller Technical Certification will require laptops with Ethernet ports and serial ports or USB-to-Serial converters.



The goal of the Reseller Certification is to help you be a successful reseller, by insuring that you have the necessary knowledge to enable you to sell and support the full line of FreeWave products. To qualify as a FreeWave reseller, you will be required to attend and pass Reseller Certification on an annual basis. You are encouraged to complete certification as soon as possible.

For hotel accommodations, here are two that are near our office.

- Marriott Courtyard Boulder, 4710 Pearl East Circle, Boulder, CO 80301 303.440.4700
- Homewood Suites by Hilton, 4950 Baseline Road, Boulder, CO 80303 303.499.9922

We look forward to seeing you in 2010. If you have any questions, please contact your FreeWave Representative, Jay Moretz at 303-381-9268, or me.

Sincerely,

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