



## Key Benefits



### Sales

Dedicated Channel Manager		▲	▲
Lead Sharing & Referral Program		▲	▲
Partner Advisory Council (Performance Based)		▲	▲
Tiered Bonus, Promotions & SPIFFs	▲	▲	▲

### Enablement

Custom Partner Training Sessions			▲
Partner Portal Access	▲	▲	▲
Quoting Desk Access	▲	▲	▲
Partner Training Webinars	▲	▲	▲
Online Partner Learning Access	▲	▲	▲

### Marketing

Dedicated Channel Marketing Support			▲
Marketing Development Funds (Proposal Based)		▲	▲
Regional Partner Events		▲	▲
Regional Partner Webinars	▲	▲	▲
Campaigns in a Box	▲	▲	▲
Partner Marketing Content	▲	▲	▲

### Support

Partner Sales Support	▲	▲	▲
Partner Post-Sales Support	▲	▲	▲
Partner Engineering Support	▲	▲	▲

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