



Accelerating Partnership

Channel Partner Program



Grow Your Business with VIVOTEK

The VIVOTEK Partner Program is designed to help our channel partners, including dealers, resellers, and system integrators, to grow their businesses by leveraging VIVOTEK's leading position in the fast growing network video solution market. VIVOTEK appreciates the commitments from our channel partners and will provide extended resources, services, and margins to maintain partners' competitive advantage for long term success.

VIVOTEK's Channel Partner Program offers 3 levels of partnership to reward our partner's investment in selling and supporting VIVOTEK's products. The program is available to partners that are currently purchasing from VIVOTEK authorized distributors and offers a number of exclusive benefits designed to fit partners in different partnership levels.

Register now at <http://partnerportal.vivotek.com/>



Discover VIVOTEK Channel Partner Benefits

Training & Certification

- Empowering Knowledge

VIVOTEK understands training is important to every partner and we have dedicated trainers providing comprehensive courses that will prepare you with the knowledge and tools you need to succeed.

VIVOTEK Product Expert (VPE) Training is a product focused course covering VIVOTEK's comprehensive product line with emphasis on camera technology and setup. In the 6-hour course (9am-4pm), you will learn about VIVOTEK products and features through a series of hands-on labs, demonstrations, and discussions. In addition, we will introduce mobile device application tools that are useful in selecting the right camera for specific applications and demonstrate remote camera monitoring software using iOS and Android handheld devices.

Enhanced Margin Opportunity

- Gain competitive advantage

Project Registration

VIVOTEK provides special pricing when you register projects. With VIVOTEK products, this will protect your margin and keep you steps ahead of competitors.

Pricing Discounts on Day-to-Day Purchases

By joining the Channel Partner Program, you are entitled to day-to-day discounts on all VIVOTEK products purchased through an authorized distributor. With the partner discount, you will be able to offer a total solution that is competitive with the rest of the market.

- Silver Level Partners receive additional 1% off MSRP

- Gold Level Partners receive additional 3% off MSRP

** CPP discount/rebate only apply to day-to-day sales and are excluded from project discount; however, project purchase will count towards partner's quarterly revenue target. Project registration is limited to CPP members only.



Extended Warranty *- Protect Your Investment*

We understand that product reliability is one of the biggest concerns of our partners. VIVOTEK stands behind our products and is devoted to provide the best warranty service in order to protect your profit on every VIVOTEK project as well as protecting your customer's investment.

- Silver & Gold Level Partners receive 3 years warranty on all VIVOTEK products (day-to-day purchases).
- Silver Level Partners receive 4 years warranty on products specified in registered projects.
- Gold Level Partners receive 5 years warranty on products specified in registered projects.

** 1. Warranty term is determined based on the partner level at the time of purchase.

2. Extended warranty is covered by VIVOTEK directly, no over counter exchange through distributors.

Dedicated Support *- We're Here When You Need Us*

Dedicated Technical Support

A dedicated technical support representative will be assigned to each Channel Partner with direct contact information to answer any technical questions when needed.

Prioritized RMA Support

Gold Level Partners receive prioritized RMA support which all RMA related inquiries will get processed and answered within 24 hours.

Advanced DOA Replacement

Gold Level Partners receive advanced DOA replacement without credit card pre-authorization.

Prioritized DOA Shipping







- Bronze Level Partners receive 2-Days replacement unit.
- Silver Level Partners receive Overnight replacement unit.
- Gold Level Partners receive Overnight replacement unit.



Team Collaboration

- Let's Build the Project Together

Program Benefits Summary

			
Requirements			
Quarterly Revenue Requirement <i>(Based on combined MSRP purchases from all selected distributors)</i>	-	\$30,000	\$50,000
VPE Training Certification	Recommended	Required	Required
Benefits			
			
Access to VIVOTEK's Partner Portal	√	√	√
Partner Discounts or Rebate thru Distributor	-	1% off MSRP	3% off MSRP
Project Registration <i>(only partners can register projects)</i>	√	√	√
Demo Camera Discount <i>NFR Pricing support through authorized distributors</i>	√	√	√
3-Years Extended Warranty <i>Day-Day Purchase</i>	-	√	√
4 or 5-Years Extended Warranty <i>Registered Project Only</i>	-	4 Years	5 Years
Prioritized RMA Support <i>(24 hours turnaround time)</i>	-	-	√
Advance DOA replacement <i>No credit card pre-authorization needed</i>	-	-	√
Prioritized DOA Shipping <i>(U.S. & Canada Only)</i>	2-Day	Overnight	Overnight
Dedicated Account Manager <i>Upon approval, log in to the partner portal to find your dedicated VIVOTEK Contact on the home page</i>	√	√	√
Dedicated Tech Support <i>Upon approval, log in to the partner portal to find direct contact info for your dedicated VIVOTEK technical support engineer</i>	-	√	√
Free Marketing materials	Digital	Digital	Digital/Print
Co-Marketing activities <i>Joint marketing opportunities are available on a case by case basis; present the opportunity to your assigned regional manager for approval.</i>	-	-	√

CPP (Channel Partner Program) General Terms and Conditions

- Partners must apply for the program online at:
<http://partnerportal.vivotek.com/CTVT/BecomePartner.aspx?b=/Default.aspx>
- During application, the partner must indicate from which VIVOTEK distributors they choose to purchase VIVOTEK products and receive their rebate, up to 5 Distributors maximum.
 - Each distributor has elected whether to provide CPP partners the discount in the form of up front discounts at the time of purchase or back end rebates at the end of each month or quarter.
 - Rebates are calculated based on the MSRP of each product during the month purchased.
- Applications will be reviewed and emailed advice of acceptance or otherwise will be sent within 2 business days. The acceptance e-mail includes activation link to create username / password for the CPP portal where partners will be able to find useful information including the assigned partner ID number, dedicated tech support, etc.
- Silver & Gold levels are determined by total quarterly MSRP purchases and compliance with VPE training requirements.
- Discount/rebates are effective at the beginning of the quarter, subsequent to the date of the email advice of acceptance into the program. Certain distributors may be able to implement this sooner. Please consult with your regional salesperson if you have questions about specific distributors' policies in this regard.
- Partner level will be reviewed quarterly for compliance with requirements.
- Warranty term is determined based on the partner level at the time of purchase. Extended warranty is covered by VIVOTEK directly, no over counter exchange through distributors.
- CPP discount/rebate only apply to day-to-day sales and are Excluded from project discount; however, project purchase will count towards partner's quarterly revenue target. Project registration is limited to CPP members only.
- CPP partners must agree to follow VIVOTEK's online MAP policy.
- VIVOTEK reserves the right to remove partner from the Channel Partner Program, reinstatement is at the right of VIVOTEK.

Join Today.

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