

	VALUE PARTNER PROGRAM		PREMIER PARTNER PROGRAM		
Requirements	Consignment	HW Deposit	System Integrator	Authorized	Distributor
<b>Initial Purchase Terms</b>	No initial commitment purchase required	Mandatory Minimum initial commitment purchase	Hybrid option to either purchase minimum order outright or no initial commitment	Initial purchases made must be in bulk	Purchase complete solutions outright and ensure exclusivity
<b>MOQ (Minimum Order Quantity)</b>	5-20 units	20-25 units	50-100 units	100 units and complete solution	500+ units and complete solution
<b>Marketing Support</b>	<ul style="list-style-type: none"> <li>• Product fliers</li> <li>• Product posters</li> <li>• Solutions brochures</li> <li>• Marketing videos</li> <li>• Mention on website reseller page</li> </ul>	<ul style="list-style-type: none"> <li>• Product fliers</li> <li>• Product posters</li> <li>• Solutions brochures</li> <li>• Marketing videos</li> <li>• Mention on website reseller page</li> <li>• Lead generation</li> </ul>	<ul style="list-style-type: none"> <li>• Product fliers</li> <li>• Product posters</li> <li>• Solutions brochures</li> <li>• Marketing videos</li> <li>• Mention on website reseller page</li> <li>• Lead generation</li> </ul>	<ul style="list-style-type: none"> <li>• Product fliers</li> <li>• Product posters</li> <li>• Solutions brochures</li> <li>• Marketing videos</li> <li>• Mention on website reseller page</li> <li>• Lead generation</li> </ul>	<ul style="list-style-type: none"> <li>• Product fliers</li> <li>• Product posters</li> <li>• Solutions brochures</li> <li>• Marketing videos</li> <li>• Mention on website reseller page</li> <li>• Lead generation</li> </ul>
<b>Pre-Sales Support</b>	<ul style="list-style-type: none"> <li>• Technical training</li> <li>• Product &amp; solutions induction</li> </ul>	<ul style="list-style-type: none"> <li>• Technical training</li> <li>• Product &amp; solutions induction</li> </ul>	<ul style="list-style-type: none"> <li>• Technical training</li> <li>• Product &amp; solutions induction</li> <li>• Demo &amp; testing onsite</li> </ul>	<ul style="list-style-type: none"> <li>• Technical training</li> <li>• Product &amp; solutions induction</li> <li>• Demo &amp; testing onsite</li> </ul>	<ul style="list-style-type: none"> <li>• Technical training</li> <li>• Product &amp; solutions induction</li> <li>• Demo &amp; testing onsite</li> </ul>
<b>After Sales Services</b>	<ul style="list-style-type: none"> <li>• Direct Technical Support contact</li> </ul>	<ul style="list-style-type: none"> <li>• Direct Technical Support contact</li> </ul>	<ul style="list-style-type: none"> <li>• Direct Technical Support contact</li> <li>• Periodic client referrals</li> <li>• Certification</li> </ul>	<ul style="list-style-type: none"> <li>• Direct Technical Support contact</li> <li>• Periodic client referrals</li> <li>• Certification</li> </ul>	<ul style="list-style-type: none"> <li>• Direct Technical Support contact</li> <li>• Periodic client referrals</li> <li>• Certification</li> </ul>
<b>Financing</b>	Fixed volume pricing	Fixed volume pricing	<ul style="list-style-type: none"> <li>• Special Bulk pricing</li> <li>• Discounts for prepayment</li> <li>• Tender prequalification support</li> </ul>	<ul style="list-style-type: none"> <li>• Special Bulk pricing</li> <li>• Discounts for prepayment</li> <li>• Tender prequalification support</li> </ul>	<ul style="list-style-type: none"> <li>• Special Bulk pricing</li> <li>• Discounts for prepayment</li> <li>• Tender prequalification support</li> </ul>

**Contact Us**

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