



# PARTNER TOGETHER

## WHY PARTNER WITH POLY?

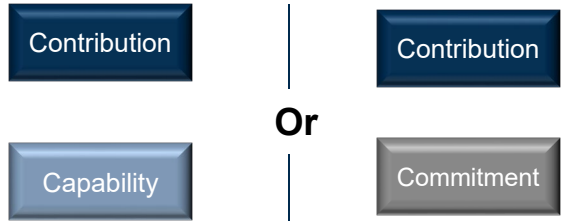
- *One end-to-end vendor to address customer needs*
- *Program that supports innovation and mutual growth*
- *Partner differentiation based on focus: Voice, Video, Headset or all three*
- *Access to a wide portfolio of industry leading communications solutions*
- *Incentive rebate program*
- *Deal Registration*
- *Proposal-based marketing funds*
- *A personalized partner portal experience*
- *Discounts on partner demo equipment*
- *Award Winning 5 Star Program*



## POLY PARTNER PROGRAM

Uniquely positioned to support your end-to-end customer needs no matter your choice of collaboration platforms, Poly has you covered.

The Poly Partner Program is designed to recognize, measure, and reward partners based on strategic behaviors and performance. Using a points-based framework, your organization is not just measured on one category, but on two, of your choice.



Providing a balance of value and revenue metrics, the program will give you flexibility in how you attain a **Silver**, **Gold**, or **Platinum** tier level based on your business model and go-to-market strategy.

The Poly program provides a range of benefits through which you can achieve your business goals and ultimately recognize enhanced return on your investment. As investments increase and you progress through the program, the associated benefits increase as well.

There are three Reseller Programs:



### Reseller

Most Poly B2B Reseller types (incl. Solution, NSP, SP, ITSP)



### Hosted Solution Providers

Providers who host their own platform



### DMR

Large resellers with national reach



# BENEFITS-AT-A-GLANCE



Benefits by Partner Level	REGISTERED PARTNER	SILVER PARTNER	GOLD PARTNER	PLATINUM PARTNER
Quarterly Rebates			\$	\$\$
Partner Councils			Access	Priority
Designated Poly Channel Account Manager			Yes	Priority
Product Rebates		\$	\$\$	\$\$\$
Poly Partner Locator		Visible*	Visible	Top Position
Partner Differentiation Ribbons (Headsets, Voice, Video)		Eligible	Eligible	Eligible
Proposal Based Marketing Development Funds		Eligible	Access	Priority
Brand Equity: Metal Level Partnership Logo	Registered	Silver	Gold	Platinum
Deal Registration	X	X	X	X
Poly University Access	X	X	X	X
Partner Portal Access	X	X	X	X
Executive Experience Centers Access and Virtual Demos	X	X	X	X
Partner Demo Program	X	X	X	X

\*Will appear in Partner Locator if ribbon designations are achieved

## SERVICE & SUPPORT OFFERINGS

Poly offers and supports a global partner services certification program to enable partners with proven operational capabilities to deliver implementation and support services on Poly solutions.

Partners can select from options to become service certified on Poly voice, video, and/or infrastructure solutions.

## BENEFITS INCLUDED:

- Preferred access to Poly support
- Eligibility to purchase partner branded services for certified solutions (white label Poly services)
- Online ticketing and RMA
- Earn points toward metal level in partner program

## GET STARTED

Apply Today: <https://www.poly.com/partner-registration>

Questions? Contact us:

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