



Partner Program: simple & complete

Qualified dealers

The main objective of our Partner Program is to create the **most qualified reseller base**, which can take advantage of all the benefits we offer and, at the same time, provide a superior quality service to its customers.

Training

We give great importance to **sales and technical training**. A fundamental requirement to be an advanced-level Partner, but at the same time a guarantee of **superior quality** towards customers.

Customer proximity

In a more **customer-centric** perspective, Partners will be better prepared to address customer needs. Thanks to the free training we offer, they will have the opportunity to **directly support** the customer for technical and sales issues.

Benefits

Partners can take advantage of many benefits, including: access to reserved technical, sales and marketing **material**, access to **technical support** and to our ticketing system, protected conditions on negotiations and access to **marketing funds** for joint activities, both for Silver and Gold Partners.

3 levels of Partnership

The Program includes three levels of Partnership: **Bronze, Silver and Gold**. Each one carries **exclusive benefits**: the higher the Partner level, the greater the advantages.

BRONZE



SILVER



GOLD



BENEFIT	BRONZE	SILVER	GOLD
Praim products and solutions resale	✓	✓	✓
Use of the Partnership level tier	✓	✓	✓
Access to dedicated tech and sales content	✓	✓	✓
Access to technical support and ticketing	✓	✓	✓
Publication on the Partner Locator	✓	✓	✓
Deal Registration	✓	✓	✓
Online publication on a dedicated area for greater visibility		✓	✓
Not For Resale Products and Licenses (NFR)		✓	✓
Lead assignment priority generated by Praim		✓	✓
Proposal-based marketing funds		✓	✓
Exclusive invitation to events with Praim participation			✓
Software and hardware beta testing			✓

Greater value for our resellers

All dealers who intend to resell Praim solutions must join the **Partner Program** by **annually** accepting the sales and partnership conditions in the **MyPraim** area. The annual acceptance of the Program guarantees greater protection and value to our Partners and allows to improve the service offered to the customers.

For more information: www.praim.com