

## Channel Partner Program Benefits

The Verdiem Channel Partner Program provides Channel Partners with the following benefits to help grow the business and support Verdiem customers. Channel Partner benefits may vary by partner type.

	Reseller's	VAR's	MSP's	ESCO's
<b>Partner Enablement</b>				
Partner Portal Access		✓	✓	✓
Self Service Product Portal Access		✓	✓	✓
Field-based Account Manager	✓	✓	✓	✓
Inside Sales Support	✓	✓	✓	✓
Instructor Led On-line Sales Training		✓	✓	
Instructor Led On-Line Technical Training		✓	✓	
Pre-Sales Case tracking and issue resolution		✓	✓	
<b>Partner Support</b>				
Sales and Marketing Tools	✓	✓	✓	✓
Demand Generation Programs		✓		
Partner Communications	✓	✓	✓	✓
Business Planning		✓	✓	✓
Seminar Tool Kits		✓	✓	✓

To learn more, call toll-free **1-866-Verdiem (866-837-3436)**

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Verdiem Beta Program		✓	✓	
Market Research		✓	✓	✓
Monthly Sales Training Web Seminar		✓	✓	✓
Monthly Technical Training Web Seminar		✓	✓	✓
Partner Logo and Usage Guidelines	✓	✓	✓	✓
Invitation to Partner Meetings	✓	✓	✓	✓
<b>Partner Reward</b>				
Market Development Funds		✓		✓
Rebate Program Eligibility		✓		
Product Discounts	✓	✓	✓	✓
Not-for-resale (NFR) 50 seat license		✓		

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