

Channel Partner Program Requirements

The Verdiem Channel Partner Program requires that Channel Partners make the following investment in Verdiem to help grow the business and support Verdiem customers. Channel Partner requirements may vary by partner type.

	Reseller's	VAR's	MSP's	ESCO's
Program Requirements				
Completed Partner Application	✓	✓	✓	✓
Signed Partner Agreement	✓	✓	✓	✓
Assigned Sales Staff Minimum		1		
Assigned Technical Staff Minimum		1		
Business Plan with Quota Commitment		✓	✓	
Sales Training Course Completion		✓	✓	
Technical Training Course Completion		✓	✓	
Lead Follow-Up Participation		✓		
Use PC Power Management In-House		✓	✓	
Annual Qualification	✓	✓	✓	✓

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

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