

# connect!

## Imagine a workplace where everyone loves meeting.

And that's not just for our end users—it's for our channel partners, as well. Our goal is to help you succeed, help you grow, and help you win. Now you can do that more easily than ever. The ClickShare Connect! Partner Program gets you up and running as quickly and simply as possible. What's more, through our partner program you'll have access to the resources of a global company at your fingertips.



### What's in it for you?

- Entry to industry leading collaboration solutions
- Greater profit building opportunities
- Access to demand-generation support programs
- Marketing development funds to create awareness
- Discounted in-house and demonstration gear

Subject to Partner status level and commitments

### Partners are critical to Barco growth – The Barco ClickShare Connect! Partner Program will offer you a framework that is:



#### Simple

A clear and concise program framework for partnering together, ensuring you're in action quickly.



#### Engaging

Our emphasis on partner enablement and development ensures we grow the business together.



#### Rewarding

Unleash and maximize your investment through the ClickShare Connect! program benefits.

## Connect! on the right level for your business

To ensure our ClickShare Connect! Partner Program answers your needs, we have developed three levels of partnership. Each level provides a progressive range of benefits to achieve the highest level of success and sustainable growth within your market.

Partner benefits	Bronze partner ClickShare	Silver partner ClickShare	Gold partner ClickShare
Full ClickShare portfolio	●	●	●
Barco University	●	●	●
MyBarco Partnerzone	●	●	●
Use of Barco logos	●	●	●
Sales & Marketing tools	●	●	●
MDF (proposal based)	-	●	●
Partner locator	-	-	●
Quarterly promos	●	●	●
SLED discounts	●	●	●
Deal registration on CX products only	●	●	●
Access to leads	-	-	●
Performance back rebates	-	-	●
Priority regional sales support	-	-	●
Demo product discount	●	●	●
Click2Sync marketing syndication platform	●	●	●
Try & Buy for your end users	● *	● *	● *
Trade In discount	● *	● *	● *

### Partner commitments

Rules of engagement	●	●	●
Barco Ready	-	-	●
Revenue threshold	-	●	●
In-house demo gear	Recommended	Mandatory	Mandatory
ClickShare Product Specialist	Optional	2 sales	3 sales
ClickShare Installation QuickStart	1 engineer	-	-
ClickShare Technical Specialist	-	2 engineers	3 engineers
ClickShare Technical Expert class	-	Optional	Optional
Try & Buy web syndication	Optional	Optional	Optional

\* where available

## Sounds great! What do I need to do?

### Application

Apply for Barco ClickShare Connect! Program access online



### Accreditation

Complete your Barco University training and in-house unit purchase



### ClickShare Connect! Partner

Purchase from any authorized distributor and profit from the program benefits

**Want to learn more?** Send us an email at [admin.amer@partners.barco.com](mailto:admin.amer@partners.barco.com) and let us demystify the process.