

# Partner Program

## innovaphone Partner Advanced Pro

### Facts and Figures - 2019

This comprehensive data sheet provides you with all the facts and figures concerning iP Advanced Pro partnerships at a glance. What are the differences between an iP Advanced Pro partnership and an iP Advanced partnership? What general characteristics does an iP Advanced Pro partner need to fulfil? What advantages does an iP Advanced Pro partnership provide? Take a look for yourself!

innovaphone  
Partner Advanced Pro  
2019

### General Characteristics of iP Advanced Pro

- Long-standing and reliable iP Advanced Partner (formerly iAR) with a lot of experience and expertise
- Focus on innovaphone as manufacturer
- High level of technical expertise – also in related areas

### Criteria for an iP Advanced Pro Partnership

#### 1. Fulfilment of Following Must-Have Criteria

- Employment of at least two innovaphone Technician Advanced Pro (iT Advanced Pro) with the most current level of training
- At least two sales experts must have completed an online training course on innovaphone products
- Loyalty and focus on innovaphone
- innovaphone is clearly positioned on the website of the iP Advanced Pro
- All projects are registered via the Partner Portal and a contact person is appointed for regular updates
- Achievement of annual sales target
- Own innovaphone communication system in use on a daily basis which you can also present in a live demo to your customers

#### 2. Fulfilment of at Least Four of the Following Selection Criteria

- Your company develops apps on the innovaphone App Platform (or has apps developed)
- Secure use of all innovaphone applications
- Expertise concerning the applications of innovaphone Technology Partners
- Planning and / or realization of a case study / project report / reference on a defined customer installation
- The Call Me Button is installed on the company website
- Dedicated marketing activities such as end customer acquisition, events, advertising, etc.
- Selected social media activities are carried out: on Facebook, Twitter, etc.
- At least one dedicated project manager for all innovaphone projects
- Your customer installations are up to date (e.g. via Auto SSA)
- You use innovaphone "Federation" on a daily basis
- innovaphone is the main installation in your business (in use daily with at least 50% of the staff)

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### Advantages of Your iP Advanced Pro Partnership

#### All Advantages of the iP Advanced Partnership

You will enjoy all advantages of the iP Advanced Partnership.

#### Additional Advantages:

##### Special Conditions for Trainings

You will receive 50% discount on all trainings at innovaphone.

##### Exclusive Representation on the innovaphone Website

You are exclusively listed on the innovaphone website as iP Advanced Pro.

##### Special PR Measures

Realization of specially developed PR campaigns.

##### iP Advanced PRO Club

Admission to the exclusive iP Advanced Pro club.

### How to Become iP Advanced Pro Partner

You already have the iP Advanced partner status and meet all of the requirements for an iP Advanced Pro partnership.

Please use the innovaphone Partner Portal and apply at :

[www.innovaphone.com/en/partnerarea.html](http://www.innovaphone.com/en/partnerarea.html)

The defined sales targets for the current year must be achieved.

#### Please note:

An iP Advanced Pro partnership is always limited to one year. At the beginning of each year, partnerships will be awarded anew! The criteria can be adjusted every year and may be subject to change!

More information on the innovaphone Partner Program are available at:

[www.innovaphone.com/en/partner/partnerprograms.html](http://www.innovaphone.com/en/partner/partnerprograms.html)

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