

Partner Program

innovaphone Partner Connect

Facts and Figures

This comprehensive data sheet provides you with all the facts and figures concerning iP Connect partnerships at a glance. What requirements do you need to fulfil and what advantages does an iP Connect partnership provide? Take a look for yourself!

innovaphone
Partner Connect

Requirements for the iP Connect Partnership

Employment of an innovaphone Technician Connect (iT Connect)

The training to become an innovaphone Technician Connect (iT Connect) takes place on site at one of the innovaphone training centers in the respective language of the country where the training is held. The training lasts 2.5 days and is completed with successful participation and passing of the final examination. The training costs 1,500 EUR per person.

Training for the Sales Team

Your sales team is trained on the entire innovaphone product range.

Promoting innovaphone on Your Website

You promote innovaphone as UC solution on your website (provided that other manufacturers are listed there) and link directly to www.innovaphone.com

Registration of Projects via the Partner Portal

You register your projects via the innovaphone Partner Portal.

Advantages of Your iP Connect Partnership

Low Training Requirements

After a short and intensive 2.5-day training, you will have already achieved the expertise to set up the majority of your customer installations independently.

Full innovaphone Partner Status

After having successfully passed the training, you will receive the full innovaphone partner status, including a certificate.

Special Purchasing Conditions for iP Connect

After successful certification, you will receive special purchasing conditions on all innovaphone hardware and software products.

Special Conditions for Own Use

You will receive a 45% discount* on innovaphone hardware, innovaphone software, other end devices, accessories and third-party software. You will receive a 43% discount* on innovaphone desktop phones (only IP phones without accessories). No maximum limit. Sell-on only possible after at least 12 months.

Access to Support Resources

You will receive the opportunity to access innovaphone support resources.

Marketing Material upon Request

Please contact marketing@innovaphone.com

innovaphone AG

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Valid from Software Version V13. All prices ex works and subject to statutory VAT. Hardware and software purchases take place via the distributor.

* Prices and conditions are recommendations to distributors. Discounts refer to the respectively effective price list.

Partner Program

innovaphone Partner Advanced

Facts and Figures

This comprehensive data sheet provides you with all the facts and figures concerning iP Advanced partnerships at a glance. What requirements do you need to fulfil and what advantages does an iP Advanced partnership provide? Take a look for yourself!

innovaphone
Partner Advanced

Requirements for the iP Advanced Partnership

Employment of an innovaphone Technician Advanced (iT Advanced)

The innovaphone Technician Advanced (iT Advanced) training takes place directly at one of the innovaphone sites (Sindelfingen - Germany, Verona – Italy, Carcassonne – France). After successful participation and after passing the final examination of the 3.5-day training, you will receive your iT Advanced certificate. The training costs 1,990 EUR per person. Requirement for the training is successful completion of the innovaphone Technician Connect training. Optionally, you now may book the innovaphone Technician Advanced Pro training.

Training for the Sales Team

Your sales team is trained on the entire innovaphone product range.

Promoting innovaphone on Your Website

You promote innovaphone as at least equal UC solution on your website (provided that other manufacturers are listed there) and link directly to www.innovaphone.com

Registration of Projects via the Partner Portal

You register your projects via the innovaphone Partner Portal.

Advantages of Your iP Advanced Partnership

Low Running Training Costs

Update trainings with software changes can be booked online at 400 EUR per person.

Valued innovaphone Partner Status

After successful completion of the training, you will receive a valued innovaphone partner status including a certificate.

Special Purchasing Conditions for iP Advanced

After successful certification, you will receive special purchasing conditions on all innovaphone hardware and software products.

Special Conditions for Own Use

You will receive a 45% discount* on innovaphone hardware, innovaphone software, other end devices, accessories and third-party software. You will receive a 43% discount* on innovaphone desktop phones (only IP phones without accessories). No maximum limit. Sell-on only possible after at least 12 months.

Free Access to innovaphone Support Resources

You will receive free access to innovaphone direct support.

Dedicated innovaphone Sales Contact

We will provide a personal innovaphone sales contact for your requests.

Marketing Material upon Request

Please contact marketing@innovaphone.com

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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)

Partner Program

innovaphone Partner Advanced Pro

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

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

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