

# innovaphone

## Partner Programme

:: Datasheet iAR PRO ::  
Valid through 2017

### iAR PRO | iAR PRO partnership details and criteria



This comprehensive data sheet provides all the facts and figures concerning iAR PRO partnerships at a glance, including information on: what is the difference between an iAR PRO partnership and an iAR partnership? What basic criteria does an iAR PRO partner have to comply with? What advantages does an iAR PRO partnership give you?

#### An iAR PRO partner:

- is a long-term and reliable iAR partner with a lot of experience and expertise;
- must have a focus on innovaphone as a manufacturer;
- has a high level of technical know-how also in related areas.

#### Criteria for an iAR PRO partnership:

##### 1. An iAR PRO must satisfy the following criteria:

- At least two technicians must be trained innovaphone Convergent Engineers (iCE): having successfully participated in and passed the final examination of a 4-day Basic training and an online Advanced training course;
- Two sales experts must have completed an online training course for innovaphone products;
- Loyalty and focus is on innovaphone;
- innovaphone is clearly positioned on the iAR PRO's website;
- End customer visibility is provided when registering projects;
- There is an annual sales target that must be achieved;
- It is imperative that the iAR PRO partner uses its own innovaphone PBX.

##### 2. Selection criteria:

An iAR PRO partner must satisfy at least four of the following ten criteria.

The company:

- has a dedicated APP developer;
- is capable of handling all innovaphone applications;
- has expertise concerning the applications of innovaphone technology partners;
- works closely when a case study on a selected customer installation is required;
- places/installs a Call Me button on its company website;
- carries out dedicated marketing activities take place such as end customer marketing, events, advertising, etc.;
- is active on selected social media activities – Facebook, Twitter, etc.;
- All projects are registered via the Partner portal;
- Has a dedicated project manager for all innovaphone projects;
- Keeps its customer installations up-to-date (e.g. via Auto SSA etc.)

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### iAR PRO | iAR PRO partnership benefits



#### The advantages of an iAR PRO partnership

- **Special conditions for training courses:**  
50% discount on all innovaphone training courses/training.
- **Exclusive representation on innovaphone Web page**  
You are exclusively listed as iAR PRO on the innovaphone website.
- **PR measures on top**  
PR campaigns developed especially for you.
- **iAR PRO Club**  
Admission to the exclusive iAR PRO Club.
- **Special iAR PRO purchasing conditions**  
For innovaphone hardware and software.
- **Special payouts when targets are met**  
If the agreed sales targets are met.

#### How to become an iAR PRO partner

- You already have the iAR partner status and meet all of the general criteria of an iAR PRO partnership.
- Apply via our partner portal at:  
[www.innovaphone.com/en/services/partner-login.html](http://www.innovaphone.com/en/services/partner-login.html)
- Sales targets are set for the current year and must be met.

An iAR PRO partnership is limited to one year and is awarded at the beginning of each year.

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Valid from January 2017. 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.

\*\* Does not apply to project conditions