

# connect!

## Barco's promise is enabling bright outcomes.

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.

	<b>Bronze partner</b> ClickShare	<b>Silver partner</b> ClickShare	<b>Gold partner</b> ClickShare
<b>Partner benefits</b>			
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	-	●	●
Access to leads	-	-	●
Priority regional sales support	-	-	●
<b>Partner commitments</b>			
Rules of engagement	●	●	●
Barco Ready	-	●	●
Revenue threshold	-	-	●
In-house demo gear	<b>Mandatory</b>	<b>Mandatory</b>	<b>Mandatory</b>
ClickShare Product Specialist	<b>Optional</b>	<b>2 sales</b>	<b>3 sales</b>
ClickShare Installation QuickStart	<b>1 engineer</b>	-	-
ClickShare Technical Specialist	<b>Optional</b>	<b>2 engineers</b>	<b>3 engineers</b>
ClickShare Technical Expert class	-	<b>Optional</b>	<b>Optional</b>

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



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