

AscenVision Gold Partner Program

Designed to facilitate world-class partnerships with industry-leading organizations, the AscenVision Gold Partner Program enables a select community of carefully chosen reseller partners to offer AscenVision's intelligent network device and management solutions to the mass of enterprise markets.

AscenVision gold partners enjoy a wealth of benefits. From access to our top quality products at special discounted pricing and services to product information and training.

Program Details

The Gold Partner Program is designed for those partners who make the highest level of commitment to resell and support AscenVision products and services. The Gold partnership includes greater purchase and revenue commitments.

Gold partnership requirements include:

- Resale of AscenVision products and services
- Product installation and configuration services
- Pre and post-sale technical support
- At least one resident AscenVision Certified Engineers (ACEs)
- Expert internal product training
- End-user technical education services
- Response to Requests for Proposal (RFPs)
- Strategic marketing programs and initiatives, including co-branded marketing collateral
- Revenue commitment
- Periodic sales status and forecasting updates

Program Benefits

All AscenVision Golden partners receive the tools, information and training necessary to successfully sell and support our innovative solutions. Golden partner benefits include:

Sales and Marketing

- ***Pricing incentives:*** Competitive baseline pricing and volume discounts.
- ***Partner Web site:*** Password-protected access to comprehensive company, products, and support information.
- ***Sales materials:*** Presentations, data sheets, solutions and technology overviews, white papers, image library, multimedia demonstrations and price lists.
- ***Competitive information:*** Product comparisons against competitive offerings to enable successful communication of AscenVision differentiators.
- ***Partner newsletter:*** E-mail newsletter provides the latest news from AscenVision.

Support

- ***Partner support:*** Convenient, secure access to the AscenVision Technical Assistance Center (TAC) Web site, including complete product documentation and the latest software updates.
- ***Training:*** Comprehensive training and materials provide the expertise required to successfully sell and support AscenVision solutions.
- ***Technical certification:*** In-depth technical education to achieve the designation of AscenVision Certified Engineer (ACE), an advanced certification for individuals who demonstrate expertise in configuring and operating AscenVision Networks devices.