Americas Partner Program

Work Smart with Lifesize

It's time to work smarter, and that's why at Lifesize, we consider our valued relationships with partners essential for providing customers with award-winning solutions, services and dedicated support. That is why we hand select every partner and work closely with them to ensure the best connected experience.

Only with Lifesize can you provide an unmatched award-winning room video system with best-in-class mobile apps combined with our radically simple cloud video service so that everyone gets a connected experience from the meeting room to the office and on-the-go.

Expert Partner

As its name implies, Expert Partner is our premier partner designation. A reasonable investment gives you access to the most benefits and support. At this level, you are equipped to work smart by selling, expanding and renewing accounts. You can acquire customers that are new to video or that want a simple approach to video conferencing that they can buy as a subscription.

Professional Partner

As a Professional Partner, you have access to a complete set of tools and training, equipping you to market, sell and implement the entire connected user experience, balanced with a modest investment.

Authorized Partner

With minimal investment, Authorized Partners can offer our full set of award-winning solutions and can participate in development opportunities to expand their business with Lifesize.

> The need for video conferencing solutions that are as easy, as lifelike and as remarkable as meeting in person has never been greater. Together, through the Lifesize Americas Partner program, we can deliver on that promise and provide customers with a unique, differentiated blend of hardware, software, UX and service to allow anyone, anywhere to be connected on any device, even conference rooms.
>
> **- MATT COLLIER, VICE PRESIDENT, AMERICAS, LIFESIZE**

Americas Partner Program Benefits & Requirements

BENEFITS

	Expert Partner	Professional Partner	Authorized Partner
Access to Lifesize Portfolio	All Lifesize products	All Lifesize products	All Lifesize products
Hardware & Software Discount*	35%	30%	20%
Lifesize Assurance Maintenance Services Discount*	25%	20%	10%
Partner Assurance Maintenance Services Discount*	35%	-	-
Lifesize Presales Support	Yes	Yes	Yes
Partner Advisory Council	Yes	By invitation	-
Opportunity Registration Discount	Yes	Yes	Yes
GEM Services	Yes	Case-by-case	-
QBR/Joint Business Plan	Yes	-	-
MDF Requests	Yes	Yes	-

* Unless a different discount is specified on the price list

REQUIREMENTS

	Expert Partner	Professional Partner	Authorized Partner
Minimal Annual MSRP	$500K	$100K	$25K
Assurance Maintenance Services	Yes—Partner or Lifesize Assurance Maintenance	Yes—Lifesize Assurance Maintenance	Yes—Lifesize Assurance Maintenance
Demo Equipment Purchase	Lifesize Icon Series & Lifesize UVC Core Bundle	Lifesize Icon Series	Lifesize Icon Series
Training	Attend Minimum 1 Lifesize Virtual Live Classroom	Attend Minimum 1 Lifesize Virtual Live Classroom	-
Website	Yes	Yes	-
Forecasting	Yes	Yes	-

Learn More

To find out more about the success you can enjoy as an Americas Lifesize Partner, visit www.Lifesize.com/en/partners/channel-partners.

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