



Lifesize Refreshes U.S. Partner Program to Focus on Partner Commission Model

SYNNEX Corporation and Connection become latest exemplary master agent/agent combination in Lifesize Agent Program

Austin, Texas — Feb 19, 2020 — [Lifesize®](#), a global innovator of video collaboration and meeting productivity solutions, today named [SYNNEX Corporation](#) (NYSE: SNX), a leading business process services company, as its newest master agent, with service provider [Connection](#) becoming the first agent under the restructured relationship. The updated relationship is indicative of Lifesize's official shift toward a partner commission-centric model in the U.S., which will begin to take effect in phases for distributors, resellers and managed service providers (MSPs) in the geography starting March 1, 2020.

Under the new arrangement, partners operating through SYNNEX and other Lifesize master agents receive industry-leading commissions on meeting room system hardware, including [Lifesize Rooms-as-a-Service](#), as well as on upgrades, cloud video conferencing service licenses and renewals. Lifesize will now take on all product positioning and opportunity management, allowing master agents and agents to focus on business development, partner recruitment, implementation of Lifesize technology and providing value-added services.

“This natural progression to a commission-based program is hugely advantageous for our entire partner community,” said Tim Maloney, senior vice president of worldwide channels and Americas sales at Lifesize. “Lifesize takes on the heavy lifting and risk, freeing up esteemed partners like SYNNEX and Connection to do more of what they excel at – serving as experts and supporting businesses looking to capitalize on video conferencing and collaboration.”

“We have valued working hand-in-hand with Lifesize to successfully promote the adoption of video communication across many market segments and geographies,” said TJ Trojan, senior vice president of product management, North America at SYNNEX Corporation. “This latest evolution in our relationship gives our U.S. resellers and MSPs even greater consistency, shorter deal cycles and tremendous upside in selling Lifesize technology.”

“We're excited that incentives apply to both recurring SaaS licenses as well as meeting room hardware, which is a key differentiator,” said Tim Burns, vice president of product management at Connection. “We look forward to aggressively growing our collaboration business with Lifesize through SYNNEX, to the tune of 10x over the next year.”

SYNNEX was [named](#) “Global Distribution Partner of the Year” at the Lifesize Connect global partner summit in November 2019, while Connection was honored with “Greatest Advancement” in the Americas region.

Lifesize's expanding global partner ecosystem consists of more than 5000 partners and upwards of 75 distributors, including 3500 resellers and potential agents in the U.S.

To learn more about becoming a Lifesize partner, visit www.lifesize.com/partners. To become a SYNNEX reseller, contact lifesize@synnex.com.

About SYNnex Corporation

SYNNEX Corporation (NYSE: SNX) is a Fortune 200 corporation and a leading business process services company, providing a comprehensive range of distribution, logistics and integration services for the technology industry and providing outsourced services focused on customer engagement to a broad range of enterprises. SYNnex distributes a broad range of information technology systems and products, and also provides systems design and integration solutions. Founded in 1980, SYNnex Corporation operates in numerous countries throughout North and South America, Asia-Pacific and Europe. Additional information about SYNnex may be found online at synnex.com.

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About Connection

Connection is a Fortune 1000 Global Solutions Provider that connects people with technology to enhance growth, elevate productivity, and empower innovation. Founded in 1982, Connection delivers valuable IT services and advanced technology solutions to business, government, education, and healthcare markets. Today, we serve our customers through our staff of highly trained Account Managers, our team of on-staff experts, and our efficient procurement websites. We are also proud to offer custom-configured computer systems from a ISO 9001:2015 certified technical configuration lab at our distribution center in Wilmington, OH. Our company has over 2,500 technical certifications that ensure our experts can solve any customer need, no matter how complex. Additionally, our GlobalServe offering delivers global procurement solutions through our network of 500 suppliers in 174 countries.

About Lifesize

Headquartered in Austin, TX, Lifesize combines best-in-class, cloud-based video conferencing services with integrated equipment to help you present your business in the best light. Recognized as Frost & Sullivan's Cloud Video Conferencing Vendor of the Year, Lifesize leads the industry in customer satisfaction with the world's first 4K video conferencing solution and 4K service architecture. Together with a full suite of integrations and offerings designed for businesses of any size, Lifesize sets a new standard for workplace communication and productivity on a global scale. To see why companies like Yelp and Major League Baseball rely on Lifesize for their mission-critical team communication, visit www.lifesize.com or follow the company [@Lifesize](https://twitter.com/Lifesize).

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