

Partner Levels

GOLD PARTNER

Our premier partner category, Gold Partners get the highest level of benefits and support from our field sales and engineering teams. The Gold level is ideal for partners who have an established video collaboration practice and are capable of demonstrating, selling, implementing and serving all Lifesize solutions across a wide range of customer environments.

SILVER PARTNER

Silver Partners obtain access to a complete set of tools and training to effectively offer our full set of solutions. The Silver level is ideal for partners who have an established Unified Communication practice and are beginning to offer video conferencing as part of their portfolio.

AUTHORIZED PARTNER

Authorized Partners are enabled to offer the full line of Lifesize solutions. This level is ideal for partners who are adding video as a new line of business or to enhance their core business.

NEW AFFILIATE PARTNER LEVEL

Affiliate Partners have access to procure Lifesize Cloud and Lifesize Icon systems through their distribution network. No contract is required, and no pre- or post-sales support is offered from Lifesize. Affiliates are not eligible for deal registration.

Personalized Deal Registration Form

Deal registrations are even easier with the new Lifesize deal registration form. Follow the steps below:

1. Every current and active Lifesize partner will receive a personal deal registration link.
2. Click the link and you'll be taken to your personal deal registration form.
3. Complete the form and submit for approval.
4. Form submissions are reviewed and processed within 1–2 business days.

Rebates for product, new cloud sales, cloud upgrade sales, AMS and AMS renewals are as follows:

↳ **Gold 20%, Silver 15% and Authorized 5%.**

Cloud renewal opportunities can also be registered with the following rebates:

↳ **Gold 10%, Silver 5% and Authorized 5%**

For more information, download the [Deal Registration Form overview](#) or contact the Lifesize Channel Team at partnerprogram@lifesize.com.

Channel Program Requirements

Please ensure that your organization is continuing to meet the program requirements. This table highlights the Minimum MSRP and Demo Equipment Purchase. To view the complete list of minimum requirements, download the [Lifesize Channel Partner Program Guide](#).

	GOLD	SILVER	AUTHORIZED
Minimum Annual MSRP	\$750K	\$300K	\$100K
Demo Equipment Purchase	Qty. 1 Lifesize Icon 600 Qty. 1 additional Lifesize Icon (any configuration)	Qty 1. Lifesize Icon 600	Qty. 1 Lifesize Icon 600

Channel Program Benefits

Lifesize's growth as a company is in direct proportion to the growth of its channel partners. To ensure our mutual success, we offer an unmatched level of benefits to our partners. For a complete list of benefits, download the [Lifesize Channel Partner Program Guide](#).

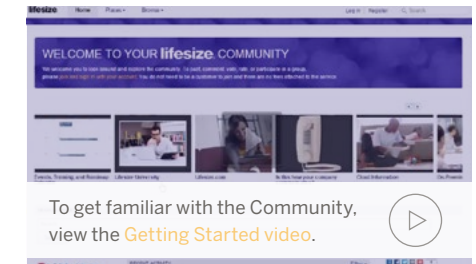
	GOLD	SILVER	AUTHORIZED
Hardware, Service & Software Discount	20%	20%	20%
Lifesize Assurance Maintenance Services Discount	20%	20%	20%
ORN–New Opportunities and AMS Renewals	20%	15%	5%
ORN–Cloud Renewals	10%	5%	5%

Lifesize Community

Join our Lifesize Community to stay informed on all things Lifesize! From learning about the latest and greatest features to submitting feature requests and accessing the price list, the Lifesize Community is your one-stop shop, so sign up today!

In addition, you'll get access to:

- The Partner Promotions and Campaigns Showroom
- Cobrandable marketing materials
- Sales aids
- Competitive documentation
- Training videos
- And much more!



Lifesize Training

To access training videos and documentation, please visit the Lifesize University.

The LBT and LTS certifications are valid for two years. All other certifications are valid for one year. The following training certifications are available to our partners.

- Lifesize Basic Training (LBT)*
- Lifesize Sales Specialist (LSS)
- Lifesize Technical Specialist (LTS)

* Not required.

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