



At Lifesize, we consider our valued relationships with partners essential for providing customers with the very best solutions, services and support. That is why Lifesize hand selects every partner and works closely with them to ensure their success.

The Lifesize Partner Program helps you identify new opportunities to build your business and reward investments in the Lifesize relationship.

This program is designed for our international channel partners in Europe, Africa, Middle East and Asia-Pacific and there are multiple partnership levels, one for every size and type of business.

PARTNER LEVELS

Gold Partner	As its name implies, the Gold Partner is our premier partner designation. This highest level of investment gives you access to the most benefits and support. At this level, you are strongly positioned to lead with Lifesize solutions through joint selling, comarketing, and ongoing training activities.
Silver Partner	As a Silver Partner, you have access to a complete set of tools and training, equipping you to market, sell and implement the full set of Lifesize solutions, balanced with a reasonable investment.
Authorized Partner	With minimal investment, Authorized Partners can offer our full line of video endpoints and infrastructure and can participate in high-end training classrooms to achieve the highest certification with Lifesize.

“The Lifesize Channel Partner Program is designed to reward and support all classes of partners through value, innovation and commitment in our international region. Working together with our partners, we will increase our market presence while delivering compelling video solutions to end customers.”

ANDREAS WIENOLD, VP INTERNATIONAL, LIFESIZE

CHANNEL PROGRAM REQUIREMENTS OVERVIEW

	GOLD PARTNER		SILVER PARTNER		AUTHORIZED PARTNER	
	Country A	Country B	Country A	Country B	Country A	Country B
Annual Minimal Sales Volume*	\$500K	\$250K	\$150K	\$100K	\$50K	\$25K
Signed Reseller Agreement	Required		Required		Required	
Assurance Maintenance Services	PAMS		PAMS		LAMS or PAMS (through Distributor)	
Lifesize Sales Specialist	2		2		1	
Lifesize Sales Advanced Specialist	2		2		x	
Lifesize Technical Specialist	2		1		1	
Lifesize Technical Advanced Specialist	2		1		1 - For UVC install	
Demo Equipment Purchase (Endpoints)	2x Lifesize Icon™ Series		2x Lifesize Icon™ Series		1x Lifesize Icon™ Series	
Demo Equipment Purchase (Infrastructure)	1x Lifesize		1x Lifesize			
	UVC Core		UVC Core		x	
	Applications Bundle		Applications Bundle			
Website	Yes		Yes		x	
End-User Data/POS Reporting	Required		Required		Required	
Forecasting	Required		Required		x	
Business Plan	Required		Required		x	
Marketing Plan	Required		Recommended		x	

YOUR BENEFITS

	GOLD PARTNER	SILVER PARTNER	AUTHORIZED PARTNER
Access to Lifesize Portfolio	All Lifesize products	All Lifesize products	All Lifesize products
Free Lifesize Cloud Demo Account (25 User License)	Yes	Yes	x
Free Lifesize Cloud Demo Account (10 User License)	x	x	Yes
Hardware & Software Discount	via Lifesize or Distributor	via Distributor	via Distributor
Lifesize Assurance Maintenance Services Discount	via Lifesize or Distributor	via Distributor	via Distributor
Partner Assurance Maintenance Services Discount	via Lifesize or Distributor	via Distributor	via Distributor
Lifesize Presales Support	Yes	Yes	Through Distributor
Opportunity Registration Discount	Yes	Yes	Yes
Personalized URL For Lifesize Cloud Trials	Yes	Yes	Yes
QBR/Joint Business Plan	Yes	Yes	x
Marketing Development Fund	Yes	Yes	x
Qualified Lifesize Leads	Yes	x	x
Marketing Consultancy	Yes	Case-by-Case	x

HEADQUARTERS
Austin, Texas, USA
+1 512 347 9300
Toll Free US +1 877 543 3749

EMEA REGIONAL OFFICE
Munich, Germany
+49 89 20 70 76 0
Toll Free Europe +00 8000 999 09 799

APAC REGIONAL OFFICE
Singapore
+65 6303 8370



© 2014 Lifesize, a division of Logitech. All rights reserved. Information contained in this document is subject to change without notice. Lifesize is the registered trademark or trademark of Logitech. All other trademarks are the property of their respective owners.

CPPB_INTL_EN_0814