

IPFusion[®] Partner Program



IPFUSION[®]

IPFusion®

Integration Platform and Intelligence Engine

IPFusion® allows for the connection of multiple disparate systems. Our drag-drop-configure modular approach allows you to customize and deliver target solutions to meet customer needs

IPFusion® Advantage

IPFusion® is an enterprise level solution that is scalable, high-performing, resilient, and future-proof. IPFusion® utilizes a unique approach to connected infrastructure as it offers campus-size solutions to provide real-time monitoring and control of a million datapoints across hundreds of graphical maps. With IPFusion® you can connect systems and devices through a modular and extensible framework without updating the core software. IPFusion® is flexible and highly customizable to meet the specific need of every customer.



To innovate in the pursuit of simplicity

Our experience and passion drive our pursuit for the best ideas and technologies, while remaining focused on your price and delivery expectations. Our solutions provide value and are differentiated by our innovative application.

Partnering with IPFusion®

Our technology partners take IPFusion to our shared customers. For this reason, IPFusion® provides various incentives, in-depth training and enablement opportunities to ensure our partners are well rewarded and even better trained to deal with our valued customer base.

Training and Support

- Easy access to various sales and technical training courses and material
- Dedicated Sales Engineer support for partners at medallion level

Ease of Doing Business

- Simple program requirements
- Single point of contact
- Online Partner Portal for all your immediate requirements

Partner Engagement

A professional services team member will be assigned to assist with every sales opportunity or project. This team member will be available for assistance from initial project scoping, pre-sales, costing, and project completion.

The IPFusion® team will collaborate with our channel partners to ensure successful completion of all projects.



Technical Certification Program

The IPFusion® technical certification program offers three tiers of competency certification: IPFusion® Associate, Professional and Expert

01

Associate

The **Associate** certification involves theory and lab exercises where participants learn about, and then apply their newly gained IPFusion® knowledge. They get to deploy, configure, and integrate IPFusion® in an online lab connected to real systems and devices.

Participants are required to pass an online exam which tests basic knowledge and IPFusion® proficiency.

02

Professional

The **Professional** certification further develops a true understanding of the platform while focusing on application-based learning. This is a two-day, in-person course and is best suited for face-to-face classroom learning, although online has become the norm during Covid-19.

Participants are required to pass an online exam to get full accreditation.

03

Expert

The **Expert** level certification is for experienced IPFusion® subject matter experts only and requires a challenging, in-person proctored practical lab exam. Complex scenarios are explored, and student will be graded on theory and practice. It requires at least 12 months' IPFusion® experience.

Program Requirements

IPFusion® Partner Program rewards partners at all levels, while recognizing those who offer exceptional value to our joint customers.

Requirement	Partner Levels		
	Business	Silver	Gold
Annual Sales	\$ -	\$100,000.00	\$500,000.00
Signed Partner Agreement	Required	Required	Required
Sales Certifications			
Number of Sales Certified Individuals	0	1	2
Technical Certifications			
Technical Certification	None	2 (Associate level)	3 Technical Certification (1 Professional)
Total Certifications (Sales + Technical)			
Total Certifications	0	3 Certificates	5 Certifications

IPFusion® Partner Program Benefits

Benefit	Partner Levels		
	Business	Silver	Gold
Discounts & Incentives			
Partner Level Discount	-	10%	20%
Discretionary Discounts	✓	✓	✓
Training and Education			
Online Sales Training (FREE)	✓	✓	✓
Technical Training Voucher First training for up to 8 people FREE. \$1500pp after that	Associate – 8 seats	Associate – 8 seats Professional – 2 seats	Associate – 8 seats Professional – 4 seats Expert – 2 seats
Partner Enablement			
Access to Partner Portal	✓	✓	✓
Access to Sales and Pre-Sales Resources	✓	✓	✓
Business Development			
Quarterly Business Reviews	-	✓	✓
Dedicated Channel Account Manager	-	✓	✓
Technical Support			
Access to the Center of Excellence	-	✓	✓
Access to Online Technical Resources	✓	✓	✓



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