



LigoWave

LigoWave Partner Program

Because Collaboration is Key



What is the LigoWave Partner Program?

The Partner Program is the definitive way of collaborating with LigoWave.

By working together with LigoWave, Partners receive a variety of benefits and privileges designed to boost sales and improve overall service quality.



What are the benefits of the Partner Program?

All LigoWave Partners gain access to exclusive sales, marketing, and technical support benefits, empowering businesses to gain more while spending less.



Sales Benefits

The LigoWave Partner Program offers many sales-oriented advantages. Apart from gaining access to the Partner Portal—where Partners can review their status, manage their partnership, see upcoming promotions, and more—Partners also receive significant demo discounts, sales support, and can register deals for projects.

Marketing Benefits

There is a handful of marketing-related benefits to be attained through the Partner Program, namely access to the LigoWave marketing toolkit, regional & relevant promotions, and direct assistance with marketing campaigns.



Technical Support Benefits

As a part of the program, Partners also receive extended technical support. This includes round the clock technical Partner and even their Client support, sales engineer support, and online certification training.



Partner Program Benefits

Sales Support	Partners receive a dedicated accounts manager, with whom they collaborate on growth strategies and other matters.
Partner Portal	Partners gain access to the LigoWave Partner Portal where Partners can review their status, manage their partnership, see upcoming promotions, and many other things.
Demo Discount	Partners receive minimum advertised price (MAP) discounts for 2 units per stock keeping unit (SKU) each year.
Deal Registration for Projects	In cases of large collaborative projects, tenders, or other business opportunities (over \$2,000), Partners are able to register them in the Partner Portal and ask for special pricing authorization (SPA). This way, LigoWave can offer better custom deals on its products and solutions.
Technical Support	LigoWave provides local technical support over several different media, i.e. e-mail, live chat, phone, and the dedicated LigoWave Support Portal.
Online Technical Training	Partners and their Clients can register for online training lead by the LigoWave Technical Support Team, discussing new products, exceptional features, how devices work, and more.
Client Technical Support	Tech support to Partners is a given, but LigoWave also offers direct tech support for Partner Clients.
Marketing Assistance & Toolkit	Partners can make use of LigoWave's marketing resources. This includes consulting our in-house marketing specialists and using our prepared documentation, such as datasheets, product overviews, presentations, and more.
Certification Training	LigoWave organizes training sessions for Partners to acquire certified expertise in LigoWave equipment and technologies.
Pre-Sales Engineer Assistance	LigoWave offers Partners its technical expertise and sales capacities in preparation for projects and facilitating project success.
Technical Support with Projects (If Applicable)	Partners can also make use of LigoWave's technical support during project implementation.
Access to LigoWave Promotions	Partners will be able to see all current and upcoming promotions carried out within their region.

Who can become a Partner?

The LigoWave Partner Program is open to:



Value Added Resellers (VAR)
System Integrators (SI)
Agents



Wireless Internet Service Providers
(WISP)
Internet Service Providers (ISP)
Telecommunications Operators



Original Equipment
Manufacturers (OEM)



Hospitality
Education
Government

How can you become a Partner?

Becoming a Partner is easy:



Go to:
<https://partners.ligowave.com>.



Create an account by filling in
the required information.



Receive a confirmation letter
about your registration.



Wait for a LigoWave
representative to contact you.



You're a Partner!