



LigoWave

LigoWave Partner Program

2018

The Partner Program is the definitive way of collaborating with LigoWave. Our Partnership provides a variety of benefits and privileges, which are earned based on Partner involvement and activity in the program.

Benefit	Alpha Partner	Sigma Partner	Omega Partner
Sales Support	✓	✓	✓
Partner Portal Access	✓	✓	✓
50% Demo Discount	✓	✓	✓
Deal Registration for Projects	✓	✓	✓
Technical Support	✓	✓	✓
Online Technical Training for Partners	✓	✓	✓
Client Technical Support	✓	✓	✓
Marketing Assistance & Marketing Toolkit	✓	✓	✓
Pre-Sales Engineer Assistance	✓	✓	✓
Access to LigoWave Promotions		✓	✓
Certification Training		✓	✓
Technical Support with Projects (If Applicable)		✓	✓
Units for Free 30-Day Evaluation			✓
Pre-Release Samples			✓
Training at Partner Premises			✓
Promotion on LigoWave Website			✓

Requirement	Alpha Partner	Sigma Partner	Omega Partner
Application Submission	✓	✓	✓
Participation in Annual Client Feedback Surveys	✓	✓	✓
Quarterly Sales Commitment	✓	✓	✓
Addition of LigoWave as a Partner on Your Website		✓	✓
Complete Certified LigoWave Training Within 90 Days		✓	✓
Provision of Detailed Beta Testing Reports		✓	✓
Provision of Business and Marketing Plan		✓	✓
Co-Hosting One LigoWave Webinar Per Quarter			✓
Provision of Feedback on Pre-Released Devices			✓

The LigoWave Partner Program is multifaceted, providing a wide array of benefits:



Sales Benefits

The Partner Program offers a collection of sales-oriented advantages. Apart from the Partner Portal, Partners can also register deals for their projects, receive support from LigoWave's professional Sales Team, and more!



Marketing Benefits

The Program also provides a handful of marketing-related benefits, such as access to the LigoWave marketing toolkit & regional promotions, direct assistance from the LigoWave's in-house Marketing Team, and active promotion on the LigoWave website.



Technical Support Benefits

As a part of the program, Partners also receive extended technical support. This includes assistance with custom Partner projects, online technical training provided to Partners, and personalized technical support.

LigoWave Partner Program Benefits

The Partner Program offers a wide array of benefits and privileges to its Partners:

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 a 50% discount off of the minimum advertised price (MAP) 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 Support	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	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.
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.
Units for Free 30-Day Evaluation	Partners participating in the program will also have the opportunity to receive devices free of charge for evaluation and testing purposes. Units have to be returned after 30 days and shipping costs have to be covered by the Partner. Partners can receive up to 2 units per SKU each year.
Pre-Release Samples	LigoWave provides an opportunity for Partners to get their hands on product samples before their release.
Training at Partner Premises	Partners can request LigoWave to send members of its Technical Support Team to train the Partner's employees or Clients on the Partner's premises.
Promotion on LigoWave Website	LigoWave can promote Partner activities on its website as well as social media and other channels.