

DURABOOK

VANGUARD Partner Programme

Your success is our goal



DURABOOK has experienced year-over-year growth, enabling us to create more opportunity for our partners. Joining our Partner Programme gives you a comprehensive set of marketing and technical benefits to help your business grow quickly and create competitive advantage.

Four partner types personalised to you.

DURABOOK offers four partnership tiers designed to provide a series of benefits.



Benefits at a Glance.

In addition to DURABOOK's cutting-edge innovation and proven technology, its partners also benefit from the following commitments:

- DURABOOK is 100% channel focused.
- DURABOOK has chosen to partner with a select group of partners, so you can be assured that our products won't be over-distributed.
- Our pricing structure is designed to provide a higher profit margin to our partners compared to our competitors.
- DURABOOK's extensive engineering and design capabilities mean partners can easily customise solutions to each customer's needs
- DURABOOK is committed to playing a constructive and fully supportive role in order for our partners to grow and generate leads.

Programme Benefits and Requirements.

Access to our benefits is tiered. Partners that build up expertise, register deals, and invest in the relationship with DURABOOK will progress to Elite and then to Platinum membership. That means even more functionality to empower your business! This table gives you a quick guide to the requirements and the types of benefits available to partners.

		Registered Partner	Elite	Platinum	Official Distributor
Requirements	Registration on Partner Portal	●	●	●	●
	Provide support and have physical location accessible to customers	●	●	●	●
	Promote Durabook products on your website, incl. links to Durabook website		●	●	●
	Purchase Demo Units		●	●	●
	Annual Business Review			●	●
	Business Plan incl. Sales Target			●	●
Benefits	Access to Sales and Marketing Assets	●	●	●	●
	Dedicated Access to Partner Portal	●	●	●	●
	Partner Programme Tier Logo Usage	●	●	●	●
	Deal Registration	●	●	●	●
	Online Sales Training and Webinars	●	●	●	●
	Technical Support	●	●	●	●
	Marketed on DURABOOK Website		●	●	●
	Access to Leads			●	●
	Invitations to Channel Events			●	●
	Pre-Sales Technical Support			●	●
	Eligible for Marketing Development Funds (MDF)			●	●

Become A Partner Today

Get started and register now at www.durabook.com/partners



DURABOOK

For more information go to www.durabook.com.

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