

at Home at Work on-the-Go

IOGEAR
PREMIER CONNECTIONS
PARTNER PROGRAM



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IOGEAR products are designed as solutions that help integrate technologies in everyday life, share resources and decrease clutter at home, at work and on-the-go.

Why

become an IOGEAR Premier Connections Signature Partner?



IOGEAR offers innovative B2B products that help create state of the art, highly customized solution for your vertical markets



You'll have a dedicated team of sales, marketing and support associates who will help you plan, manage and grow your IOGEAR business



IOGEAR will provide you with the tools necessary to position, sell and install our products with case studies, trainings, demand generation campaigns, and more



You will receive guaranteed front-end discounts on IOGEAR products, and Marketing Development Funds (MDF) to increase brand awareness and nurture leads



Join one of the Premier Connections program levels

IOGEAR Premier Connections offers increasing program levels; partners can advance to a higher tier and earn greater benefits, based on higher volume.



Signature Level

Signature-level offers exclusive rewards to top-performing partners that have succeeded in growing their IOGEAR business, and are highly committed to working with their IOGEAR team to continue on this successful path.

These partners sell B2B, and often have vertical markets focus such as government, education and hospitality.

The Signature partners have the ability to do \$3,000 in IOGEAR business each quarter, and have the staff to sell and install the products from Small and Medium-Size Business (SMB) to enterprise level customers.



Registered Level

Registered-level partners offer the IOGEAR solutions to their account base on a smaller scale, and are committed to grow and maintain a high level of engagement across all lines of business.

These partners sell B2B, with a general focus on the Small and Medium-Size Business (SMB) market.

Overview

Premier Connections programs



Criteria

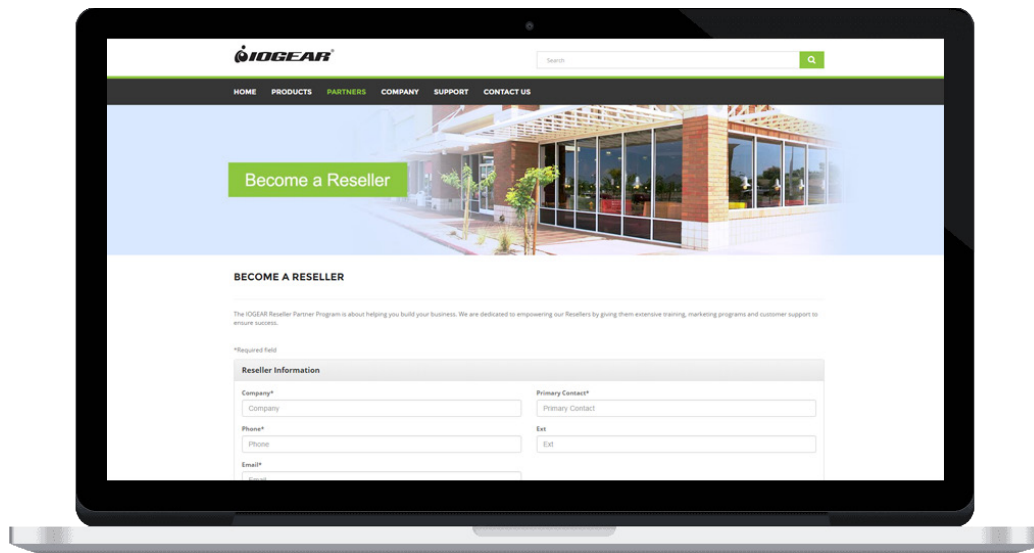
Partner Program Criteria	Signature	Registered
Quarterly Revenue Commitment	✓	
Distributor Account	✓	✓
Purchase Through IOGEAR Authorized Distributors	✓	✓
Dealer Application	✓	✓
Quarterly Business Review	✓	
List IOGEAR on Vendor Webpage	✓	
Designated Internal IOGEAR Product Champion	✓	
New Reseller Training via Webinar	✓	
<20% eCommerce	✓	

Benefits

Partner Program Benefits	Signature	Registered
Deal Registration	✓	✓
Dealer Locator Listing - COMING SOON	✓	✓
Training via Webinar	✓	✓
Dealer Portal Access - COMING SOON	✓	✓
Partner Logo	✓	✓
Pre-Sales Support	✓	✓
Access to Chat Support	✓	✓
Dedicated Account Manager	✓	
Dedicated Marketing Liaison	✓	
Discounted Demo Units	✓	
Quarterly Front-End Rebates	✓	
Marketing Development Funds (MDF)	✓	
Leads from Demand Generation Programs	✓	
Product Roadmap Review (NDA Required)	✓	
On-Site Training	✓	
Access to Go-Branded Collateral Templates	✓	

How do you become an IOGEAR Partner?

STEP 1 Submit an online reseller application at <https://www.iogear.com/b2b/reseller>



STEP 2 Sell IOGEAR products and help your customers successfully integrate technologies, while increasing your profitability.

If you have any questions, please contact us at:

866-9-IOGEAR (866-946-4327)

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