

Group Logic is committed to provide our partners with innovative technology solutions, quality program benefits, training, support and tools to help drive sales revenue and achieve success in the market. The PartnerPlus tiered channel program is designed to provide members with the tools they need to succeed and a path for promotion. The following matrix lists the benefits and requirements for each program tier level.

Benefits*	PartnerPlus Tier Level			
	Preferred Distributor	Premier Reseller	Authorized Reseller	Registered Reseller
Sales Support				
Qualified Leads	+	+		
Dedicated Channel Sales Rep	+	+	+	
Price incentives	+	+	+	+
Eligible to sell support renewals	+	+	+	
Invitation to channel webinars	+	+	+	+
Welcome Kit	+	+	+	+
Access to Group Logic Support Team	+	+	+	+
Marketing Support				
Joint Press Releases	+	+		
Marketing Message Kit	+	+	+	
Partner Identification - Logo	+	+	+	+
Training				
Sales and Technical Training	+	+	+	
NFR license	+	+	+	
Communication				
Advanced notice of product releases and promos	+	+	+	+
Partner Newsletter	+	+	+	+
Requirements*	Preferred Distributor Partner	Premier Reseller Partner	Authorized Reseller Partner	Registered Reseller Partner
Signed Partner Agreement	+	+	+	
Credit Application	+	+	+	
Sales and Marketing				
Sales Quota	+	+		
Submit Annual Marketing Plan	+	+		
Lead Status and Forecast Reporting	+	+		
Deal Registration	+	+	+	
Positively represent and promote Group Logic products	+	+	+	+
Technical				
Attend Technical Training	+	+	+	
Provide First Level Pre- and Post-Sales Technical Support	+	+	+	

* **NOTE:** Group Logic may terminate or change the prerequisites, terms and conditions of this program, and benefits related to this program, at any time upon thirty (30) days prior written notice to Partner. Distribution partnerships may not be available in every country.

How to Join the PartnerPlus Program

To apply for the program, you may fill out a PartnerPlus Program application on our website at www.grouplogic.com/partners or email us at partners@grouplogic.com.