

Channel Partner Program



PARTNER COMMITMENTS

Partnering Level	Silver	Gold
Competency Level per active country	Sales experience (1/2 day sales training + certification)	Sales experience and Presales experience (each 1/2 day training + certification)
Sales generated p.a. (billings from TeamViewer to Partner)	Min. € 10k	€ 40k – 200k
Discount Levels	8%	12%

TEAMVIEWER COMMITMENTS

TeamViewer Support	Silver	Gold
Sales assistance	<ul style="list-style-type: none"> ▪ Via Distribution Partner ▪ One NFR license at 30% 	<ul style="list-style-type: none"> ▪ Either via Distributor Partner or Direct ▪ Sales team support ▪ One NFR license at 50%
Marketing Support	<ul style="list-style-type: none"> ▪ Presence on our website ▪ Use of TeamViewer logo ▪ Access to marketing support via distribution partner 	<ul style="list-style-type: none"> ▪ Presence on our website ▪ PR and digital marketing ▪ Use of TeamViewer logo ▪ Access to marketing support
Pre-sales Technical support	<ul style="list-style-type: none"> ▪ E-mail to TeamViewer and via distribution partner 	<ul style="list-style-type: none"> ▪ E-mail / telephone ▪ 10 phone incidents per month

EDUCATION AND CERTIFICATION

- Every Partner needs an adequate level of training and certification
- Training will be delivered in webinars
- Sales training
- Pre Sales Training
- Mandatory online certification
- Training schedule for EMEA, Americas, APAC online available

CHANNEL COMMUNICATION AND MARKETING SUPPORT

- TeamViewer will regularly hold webinars for indirect partners to update on campaigns, roadmap, events, new products etc.
- TeamViewer will strive to build environment for partners to connect and stay informed, such as partner conferences, web pages with collateral, success stories, white papers etc.
- TeamViewer will establish a Partner locator on the TeamViewer web
- A partner portal with an easy access to TeamViewer CRM will be established. This allows partners to register deals and manage their pipeline with TeamViewer
- TeamViewer will provide indirect partners the ability to order brochures, marketing material and other collateral so they can support their business
- Selected Partners will have access to joint marketing planning and funding
- Tools for joint lead generation will be developed
- TV will provide partners with a style guide and allow the use of partner specific TV logos

WE ARE READY TO ANSWER YOUR QUESTIONS

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