

AVANITE PARTNER PROGRAMME GUIDE

Welcome to the Avanite Partner programme guide

Avanite is the perfect solution for resellers who want to open dialogue with existing and new customers.

Its WebData Control is the only software available that focuses on the problems associated with web browsing and internet applications.

Becoming an Avanite partner enables you to sell WebData Control to SMBs and Enterprises, and up sell your own services too – **with attractive commercial benefits** and a range of **training, and support** options



Learn more about the details of our programme



Attain the needed sales and technical solution skills to progress



Sign up join our programme through a simple sign up process



High sale margin opportunities



Its easy to partner with Avanite



Offer your customers 60% faster login



Opening doors for customer dialogue

Avanite Partner Network offers benefits and rewards to ensure our mutual success



Financial benefits
Opportunity to Upsell
Access to MDF



Annual Training
Sales & Marketing Support
Technical Support

Financial Benefits	NFR	•
	IUL (Internal Use License) - Free up to 250 users	Free
	Deal Registration	10%
	Partner rebate	20%
	Training (online introductory training incl. demo)	•
Sales/Technical Support	Technical Assistance	•
	Assigned Headcount (sales & marketing)	•
Enablement Benefits	Training	•
	Online Webinar Access	•
Marketing Benefits	Partner Network Logo	•
	End User Case Studies	•
	Re-brandable Marketing Campaigns	•
	Business Planning and Reviews	•
	Joint campaigns/events (utilising MDF on request)	•
	Reseller Marketing kit (Avanite Assets)	•
General Benefits	Partner Portal access to assets, sales and marketing tools (available spring 2019)	•

Deal Registration is opportunity based, Partners awarded a registration from Avanite receive Deal Registration discounted pricing for the time period described on the registered opportunity.

Who is entitled to register a deal	All signed partners
Discounts	10%
Term for Deal Registration	3 Months
Criteria	Deal is not registered by another partner
Deal Registration Process	The Partner must complete and submit the online deal registration form within their account in the Partner Portal'. See full details of the Avanite deal registration terms and conditions within the Partner Portal

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	Level	Cost	Method
Introduction to Avanite & Web Data Control (WDC)	Commercial	FREE	Webinar
Technical Deep Dive (inc Demo & POC)	Technical	FREE	Webinar
Sales Training/Objection Handling	Commercial	FREE	Webinar
How to do a demo (within 1 st month)	Tech/commercial	FREE	Webinar

		Month 1	Month 3	Month 9
Agreements	Reseller T&Cs Signed & Returned	•		
Revenue Requirements	Register a deal		•	
Planning	Business engagement planning session *	•		
Training requirements	Commercial/Technical Training		•	
	How to do a demo	•		
Marketing Requirements	Web content Syndication		•	
	Plan a campaign	•		
	Partner Profile	•		
Support	Support Level 1 (support@avanite.com)	•	•	•

To join the Avanite Partner Network, visit
<https://partner.avanite.com>

After registering, our partner team will get in touch to learn more about your business, your team and your goals, and take you through the sign-up process.

Once your partner application has been completed, you'll get access to the people, tools and materials you need to get started.

If you'd like more information first, contact your local Distributor or your Avanite Account Manager. We look forward to working with you!