

CHANNEL PARTNER PROGRAM

RealVNC™'s remote access and control software plays an integral role in today's connected world with hundreds of millions of users worldwide. VNC® is used so widely, and for so many applications, that there isn't a country or industry where VNC isn't utilized in some way.

Let's work together.

The RealVNC Channel Partner Program is here to help you, we provide you with the tools you need to offer expert advice about VNC remote access software, helping you to grow your sales and improve customer satisfaction.

Enterprise IT has come to see remote support tools as a valuable asset, enabling IT teams to access and support IT systems in an efficient and secure way. We've seen first-hand the growth of the market and want you to be part of this growth. Become a guru when it comes to selling one the most utilized software applications of all time. Join our partner program today.

What partnership means to us

We are experts on VNC, we invented it and have been helping customers successfully implement the technology into their IT infrastructure for many years. You are an expert in your customer's business, industries and IT requirements.

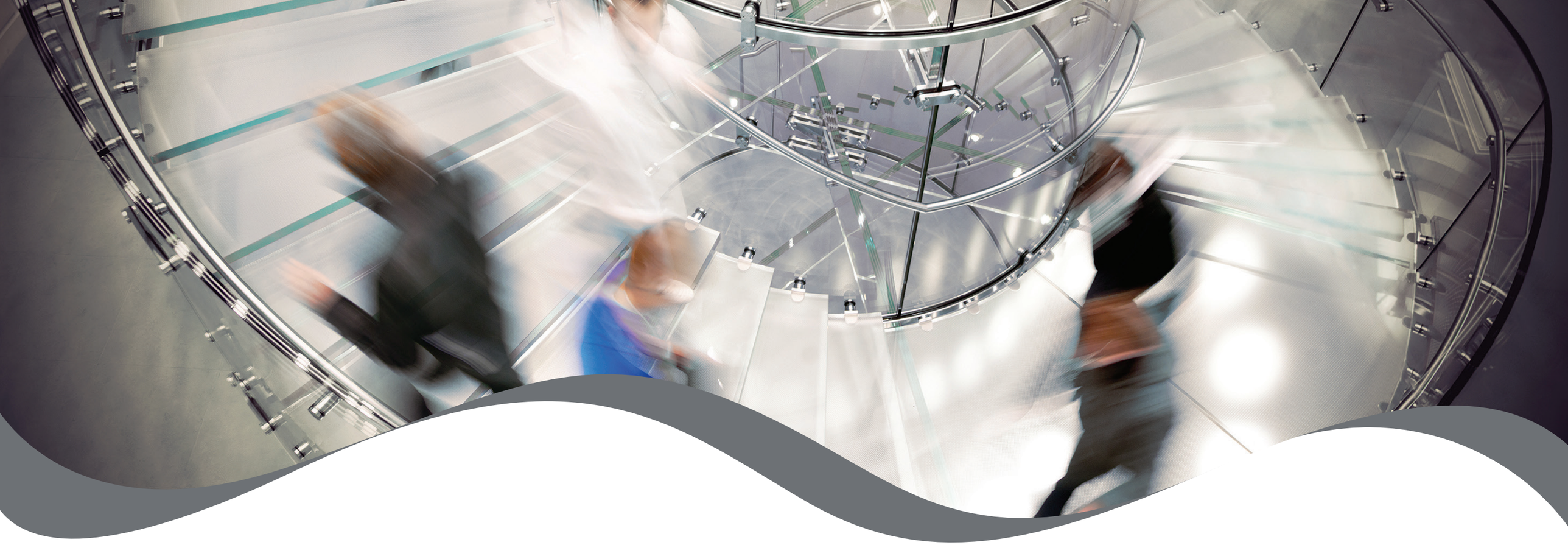
Apart, we are pretty good, together we are a force to be reckoned with.

We'll help you grow your VNC business by sharing our resources and providing in-depth product training. In return for your efforts we'll provide tiered margins, incentives and marketing assistance.

The program

We really want to get closer to our resellers. The RealVNC Channel Partner Program is our way of rewarding the people that are giving their time and effort to promote and sell the product we love.

We welcome resellers of all shapes and sizes, from one man bands to international goliaths, but what we really value more than anything is being able to provide a great customer experience regardless of your size. In this industry, that means knowing your stuff and delivering what you promise. So this program rewards those who will spend a bit of time getting to know us and our products in order to provide a first class service.



Program levels

As you deepen your VNC expertise and grow your sales, you'll benefit more from the program.

	PROGRAM LEVEL			
Benefit	**Distributor**	**Registered**	**Silver**	**Gold**
Sales resources – Product brochures, case studies and marketing materials galore!	X	X	X	X
NFR licences – Using the product is a great way of building your knowledge. We'll even help you get set up.	X	X	X	X
RealVNC Partner Accreditation badge.	X	X	X	X
Web listing – On our website so you're easier to find.			X	
Premium web listing – Get to the top of the list.	X			X
Spiffs – Everyone needs a bonus now and then.		X	X	X
Pre-qualified leads – Sometimes we have too many to handle.	X		X	X
Dedicated channel contact – Ready to help at a moment's notice.	X		X	X
Deal registration – Because you put in the hard work.			X	X
Market development funds – We'll help you reach out to customers.				X

	PROGRAM LEVEL			
Requirement	**Distributor**	**Registered**	**Silver**	**Gold**
Registration	X	X	X	X
T&Cs	X	X	X	X
Training completion			X	X
Revenue target				X

Ready to get started?

Take the next step to joining our Partner Program by completing a registration form now at **www.realvnc.com/partnerprogram**

For more information contact our channel team at **channelpartner@realvnc.com**

RealVNC Limited,
Betjeman House,
104 Hills Road,
Cambridge, CB2 1LQ, UK

tel: +44 1223 310400
e-mail: channelpartner@realvnc.com
web: www.realvnc.com

www.realvnc.com/partnerprogram

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