



SPINETIX

Bringing Digital Signage
to the Next Level.
Together.







CHANNEL PARTNER PROGRAM

Your Commitment and Expertise. Rewarded at its Right Value.





SpinetiX is recognized as an innovation leader in the Digital Signage industry with its unique technology. Since its foundation SpinetiX is committed to develop its indirect distribution model through a strong and established SpinetiX ecosystem of distributors and dealers. By joining our ecosystem we offer you a unique opportunity to bring your Digital Signage business to the next level.

**MORE BUSINESS OPPORTUNITIES
MORE BUSINESS COACHING AND SUPPORT**

JOIN THE WINNING TEAM



 SPINETIX DEALER	 SPINETIX AUTHORIZED DEALER	 SPINETIX CERTIFIED SILVER DEALER	 SPINETIX CERTIFIED GOLD DEALER
<p>AVAILABLE TO ANY COMPANY WILLING TO SELL SPINETIX PROFESSIONAL DIGITAL SIGNAGE PRODUCTS AND SERVICES</p> <p>At this level, requirements are minimal and SpinetiX offers a number of basic benefits to help get you off to a highly successful start.</p>	<p>AVAILABLE TO DEALERS WILLING TO INVEST INTO A PROFESSIONAL DIGITAL SIGNAGE BUSINESS WITH SPINETIX</p> <p>At this level, Authorized Dealers have complied with some standard requirements and get competitive benefits in line with their commitment to SpinetiX.</p>	<p>THE FIRST LEVEL OF SPINETIX CERTIFICATION PROGRAM</p> <p>Dealers having demonstrated steady business performances as well as a solid level of expertise can qualify for the status and get its related benefits. Certified Silver Dealers are selling the complete SpinetiX product portfolio and have successfully completed the Installer Trainings at the SpinetiX Digital Signage Academy.</p>	<p>THE ULTIMATE LEVEL OF SPINETIX CERTIFICATION PROGRAM</p> <p>Dealers who qualify for the status and privileges of this category, have completed the Installer and Integrator Trainings at the SpinetiX Digital Signage Academy and demonstrated exceptional business performances, support and technical expertise. Such dealers act as true Ambassadors of the SpinetiX brand and have proven their ability to meet the most challenging end customer requirements.</p>

Dealer Benefits.

	 SPINETIX DEALER	 SPINETIX AUTHORIZED DEALER	 SPINETIX CERTIFIED SILVER DEALER	 SPINETIX CERTIFIED GOLD DEALER
SALES				
Competitive MSRP	✓	✓	✓	✓
Competitive Base Margin	✓	✓	✓	✓
MSRP & Dealer Price Lists	✓	✓	✓	✓
Demo Units*			✓	✓
Leads 1-10 Screen Projects			✓	✓
Leads 10+ Screen Projects				✓
Special Project Pricing (100+ Screens)				✓
CHANNEL				
Channel Partner Certification Program		✓	✓	✓
Partner Zone		✓	✓	✓
Dealer Toolbox per Category		✓	✓	✓
MARKETING & COMMUNICATIONS				
Listing on SpinetiX Website			✓	✓
Access to SpinetiX Showroom			✓	✓
Dealer Meetings & Events		✓	✓	✓
TRAINING & COACHING				
Business Coaching & Training		✓	✓	✓
Technical Certification Program		✓	✓	✓
Access to SpinetiX YouTube	✓	✓	✓	✓
TECHNICAL SUPPORT				
SpinetiX 2nd Level Support	✓	✓	✓	✓
SpinetiX Support Wiki	✓	✓	✓	✓
SpinetiX Professional Services			✓	✓
RMA Support	✓	✓	✓	✓
Warranty Support	✓	✓	✓	✓

* Subject to availability

Dealer Requirements.

	 SPINETIX DEALER	 SPINETIX AUTHORIZED DEALER	 SPINETIX CERTIFIED SILVER DEALER	 SPINETIX CERTIFIED GOLD DEALER
BUSINESS PROFILE				
Major AV and/or IT Brands Dealer Experience			✓	✓
No Direct Digital Signage Competitive Brands			✓	✓
SpinetiX First Digital Signage Brand				✓
SALES				
1 Single Point of Contact		✓	✓	✓
Minimum Annual Sales per Category		✓	✓	✓
1+ Elementi X Purchased			✓	✓
1+ HMP 350 Sold Annually				✓
Lead Management			✓	✓
Adherence to Strategic Partnerships			✓	✓
1 Corporate account paired in Cockpit			✓	✓
CHANNEL				
Minimum SpinetiX Business Experience	NO MINIMUM	NO MINIMUM	1 YEAR AUTHORIZED DEALER	1 YEAR CERTIFIED SILVER DEALER
MARKETING & COMMUNICATIONS				
Dedicated SpinetiX Section on Website		✓	✓	✓
Showroom for End Customers			✓	✓
1+ Project Reference Annually				✓
TRAINING & COACHING				
DSA Introductory Training	RECOMMENDED	✓	✓	✓
DSA Installer Trainings			✓	✓
DSA Integrator Trainings				✓
SpinetiX Business Coaching per Category		✓	✓	✓
SpinetiX Technical Training per Category	RECOMMENDED	✓	✓	✓
TECHNICAL SUPPORT				
1 Single Point of Contact	RECOMMENDED	RECOMMENDED	✓	✓

Become a Partner now and register at
spinetiX.com/become-a-partner