

# Program Summary



## Logitech VC Partner Program: Simple and Scalable Partner Program Requirements\*



VAR TIERS	PLATINUM	GOLD	SILVER
Active sales force in the U.S.	✓	✓	✓
Distributor agreement in place	✓	✓	✓
Completed Partner Program application	✓	✓	✓
Joint Business Plan	✓	✓	✓
Complete a Partner Profile	✓	✓	✓
Joint Business/Marketing Plan In Place	✓	✓	
Provide wrap-around Services to enable VC capacity and enhance VC experience for the customer	✓	✓	
Must not have associated 3P sites or sell Logitech products through marketplaces	✓	✓	✓
Provide Point of Sale data to Logitech on a monthly basis	✓	✓	✓
Provide list of trained sales reps and trained sales engineers to Logitech in Q1 each fiscal year	✓	✓	
Outside Sales Force Minimum	10	6	
Trained Technical Staff	10	6	2
Trained Sales Staff	10	6	2

## Partner Program Benefits

PLATINUM PARTNER BENEFITS
✓ Discounts: 30% ConCams, 40% Webcams, 40% Headsets
✓ Access to the Logitech Partner Portal (offering sales tools, marketing resources, and training)
✓ 7% discount for approved opportunities through Deal Registration Program
✓ Demo Program with up to 50% off select Logitech Video Collaboration Solutions
✓ Marketing Development Funds available via approved marketing plans
✓ Dedicated Logitech Channel Account Manager
✓ Inclusion in Logitech Partner Locator
✓ Access to Lead Distributio Program
✓ Dedicated Logitech Marketing Resource

GOLD PARTNER BENEFITS
✓ Discounts: 25% ConCams, 40% Webcams, 40% Headsets
✓ Access to the Logitech Partner Portal (offering sales tools, marketing resources, and training)
✓ 7% discount for approved opportunities through Deal Registration Program
✓ Demo Program with up to 50% off select Logitech Video Collaboration Solutions
✓ Marketing Development Funds available via approved marketing plans
✓ Dedicated Logitech Channel Account Manager
✓ Inclusion in Logitech Partner Locator

SILVER PARTNER BENEFITS
✓ Discounts: 20% ConCams, 40% Webcams, 40% Headsets
✓ Access to the Logitech Partner Portal (offering sales tools, marketing resources, and training)
✓ 7% discount for approved opportunities through Deal Registration Program
✓ Demo Program with up to 50% off select Logitech Video Collaboration Solutions

\*Terms and Conditions: Partner will be required during the registration process to agree to Logitech's VAR Reseller Agreement and to review Logitech's MAP Policy. Other registrants such as sales reps and technical staff will be required to agree to standard terms and conditions.