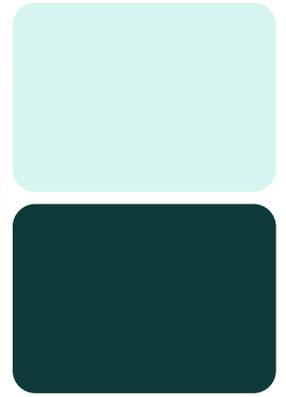


# Sell More & Grow Your Business as a Logitech Partner

Logitech Partner Connect Program



## Why Partner with Logitech?

Logitech designs human-centered workspace solutions that help businesses unlock a fuller spectrum of work across personal, team, and educational workspaces. Globally available and certified by prominent technology partners, our integrated portfolio is ready to meet the needs and budgets of today's organizations. With an enterprise-grade ecosystem of hardware, software, and services, we enable our partners to deliver enhanced productivity, creativity, and collaboration to their customers wherever they work.

## The Partner Connect Program

The Logitech Partner Connect Program puts you at the center of what we do. With the majority of organizations preparing for The New Logic of Work, our best-in-class, channel-first program provides you with the resources, benefits, and rewards to capitalize on this opportunity. It provides a consistent, streamlined approach to partnering that is designed to drive growth and success for everyone involved.

## Partner Connect Program Specifics

### Choose Your Track

The Logitech Partner Connect Program gives you the flexibility to earn revenue and profit through the sale of Logitech products on your terms. You qualify for a track based on revenue and other requirements and can decide if you want to dedicate the commitment or investment to move to another track. It's all about what makes sense for your business.

1

### Premier

An open track that allows partners to participate at a base level of commitment and performance.

2

### Elite

A track for more engaged partners that invest in Logitech performance, skills capabilities, and collaboration engagement.

3

### Principal

An exclusive track for high-performance, highly committed partners that comes with access to more resources and support.



## Carry Out Joint Business Planning

Joint Business Planning is a requirement for Principal and Elite partners as well as Premier partners in specific markets. A joint business plan must be completed in collaboration with your Channel Account Manager (CAM) on an annual basis and may result in eligibility for Marketing Development Funding.

## Track Your Path to Profit

The Logitech Partner Connect program is built to provide you with choice and flexibility. With three program tracks available featuring different requirements and incentives, you can choose the path to profit that suits your business. You can also leverage our Deal Registration Program to unlock up to a 7% discount when you register a “net new” deal above a certain revenue threshold.

## Access Support Via the Partner Portal

The Logitech Partner Connect Portal is the ultimate resource to help partners like you work with Logitech in a mutually beneficial way. Follow our onboarding journey to discover many exciting opportunities, including the potential for significant product discounts, marketing support, and free training.

## Learn and Grow with Logitech University

Logitech University offers a one-stop, on-demand source for Logitech training. Located within the Logitech Partner Connect Portal, it provides education to maximize your sales and marketing efforts and offers unlockable badges to showcase your expertise to customers and peers.

## Benefit from Marketing Development Funding (MDF)

The MDF program enables eligible Logitech partners to access funding to develop marketing activities that support the sale of Logitech products and solutions. The MDF program is proposal based and requires planning and sign-off in order for marketing funds to be claimed.



**Contact your D&H team to find out more about the benefits of joining the Logitech Partner Connect Program.**

Leeanne Montesanti, ProAV & Collab Senior Sales Specialist, Logitech  
lmonesanti@dandhcom