

Program Summary



Logitech US VC Partner Program: Simple and Scalable



Partner Program Requirements*

VAR TIERS	PLATINUM	GOLD	SILVER
Have a current agreement with an authorized Logitech distributor	✓	✓	✓
Completed Partner Program application	✓	✓	✓
Annual joint business plan in place	✓	✓	✓
Provide wrap-around services to enable VC capacity and enhance VC experience for the customer	✓	✓	
Must not advertise or sell Logitech products on third-party sites or marketplaces	✓	✓	✓
Provide point of sale data to Logitech on a monthly basis	✓	✓	✓
Provide list to Logitech in Q1 each fiscal year of sales reps and trained sales engineers that have been trained on Logitech solutions	✓	✓	
Minimum number of field video collaboration sales representatives	10	6	
Technical staff trained in Logitech video collaboration	10	6	2
Sales staff trained in Logitech video collaboration	10	6	2

Partner Program Benefits

PLATINUM PARTNER BENEFITS
✓ 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 MSRP on 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 Distribution Program
✓ Access to Logitech marketing specialists

GOLD PARTNER BENEFITS
✓ 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 MSRP on 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
✓ 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 MSRP on select Logitech video collaboration solutions

Get started now at: logitech.com/partner

Authorized Distributors or Resellers [CLICK HERE](#)

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***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.