



## PARTNER PROGRAM REQUIREMENTS

<u>Program Requirements</u>	<u>Quintum Certified Service Partner (QCSP)</u>	<u>Quintum Certified Sales Partner (QSP)</u>
Channel Partner Certification	<ul style="list-style-type: none"> <li>◆ Approval on Partner Program Application</li> <li>◆ Approval on VAR Services Audit</li> </ul>	<ul style="list-style-type: none"> <li>◆ Approval on Partner Program Application</li> </ul>
Partner Requirements	<ul style="list-style-type: none"> <li>◆ <b>2 Engineers trained</b> by Quintum</li> <li>◆ <b>Sales Team trained</b> by Quintum</li> </ul>	<ul style="list-style-type: none"> <li>◆ <b>Sales Team Trained</b> by Quintum</li> </ul>
Partner Service Capabilities	<ul style="list-style-type: none"> <li>◆ <b>Installation and Service Support</b></li> <li>◆ <b>Pre and Post Sale Support Staff</b></li> </ul>	<ul style="list-style-type: none"> <li>◆ <b>Sell Fee Based Service and Support</b> from Quintum</li> </ul>

## PARTNER PROGRAM BENEFITS

<u>Program Benefits</u>	<u>Quintum Certified Service Partner (QCSP)</u>	<u>Quintum Certified Sales Partner (QSP)</u>
Lead Generation Programs	Eligible to Receive: <ul style="list-style-type: none"> <li>◆ Sales Leads</li> <li>◆ Service Leads</li> </ul>	Eligible to Receive: <ul style="list-style-type: none"> <li>◆ Sales Leads</li> </ul>
Discount Structure	<b>Enhanced</b> Discount Structure	<b>Standard</b> Discount Structure
Promotions and Sales Programs	Eligible to <b>Participate in ALL</b> Quintum <b>Promotions and Special Programs</b>	<b>Limited Eligibility</b> to Participate in Quintum <b>Promotions and Special Programs</b>
Technical Support	<ul style="list-style-type: none"> <li>◆ <b>Priority Access</b> to Quintum Tech Support</li> <li>◆ <b>Enhanced</b> Service Options</li> </ul>	<ul style="list-style-type: none"> <li>◆ <b>Standard Access</b> to Quintum Technical Support</li> <li>◆ <b>Required to Sell</b> Quintum <b>Services</b></li> </ul>
Partner Site	<ul style="list-style-type: none"> <li>◆ <b>Access</b> to Quintum <b>Partner Site</b></li> <li>◆ <b>Access</b> to Quintum <b>Technical Support Site</b></li> </ul>	<b>Access</b> to Quintum <b>Partner Site</b>
Demo Program	<b>Access</b> To Quintum's Demo Program	<b>Access</b> to Quintum's Demo Program