

PartnerNet Benefits Summary

Platinum Partner

Platinum Partner status recognises both technical competence and business commitment to Intermec and provides additional benefits from Intermec as detailed below.

Platinum Partner Benefits

- Access to Intermec products via value added distributors or directly through Intermec
- Access to the Intermec INsider website
- Intermec University Access
- Use of Intermec PartnerNet logo
- Access to on-line image library
- Access to Intermec sales collateral
- Web based technical support
- Eligible to receive product bulletin information
- Eligible to receive product launch kit information
- Eligible to participate in pre-packaged lead generation programs
- Eligible for case study and press release assistance
- Dedicated channel business manager
- Eligible for Intermec co-operative marketing program
- Eligible for Intermec rebate program
- Access to Intermec support hot-line
- Demonstration equipment discount
- Partner Summit Attendance, which can be co-op funded
- Eligible for Partner Advisory Council
- Access to Project Registration on Mobile Products
- Access to Price Exception
- Access to leads.

Gold Partner

Gold Partner is the status granted to PartnerNet Members who have increased their technical and business knowledge of Intermec products and services, and have achieved target revenue thresholds. Gold Partners purchase exclusively from Intermec authorised Valued Added Distributors and receive marketing benefits from Intermec.

Gold Partner Benefits

- Access to Intermec products via authorised Value Added Distributors
- Use of Intermec PartnerNet logo
- Access to the INsider website
- Intermec University Access
- Access to on-line image library
- Access to Intermec sales collateral
- Web based technical support
- Eligible to receive product bulletin information
- Eligible to receive product launch kit information
- Eligible for the sales lead programme
- Eligible for Partner Summit Attendance
- Eligible for Partner Advisory Council
- Access to Project Registration on Mobile Products
- Access to Price Exception
- Demonstration equipment discount

Silver Partner

Silver PartnerNet status is the gateway into the PartnerNet Program, and provides resources and benefits intended to support Partners who are new to Intermec or the industry. Silver Partners purchase exclusively from Intermec authorised Valued Added Distributors.

Silver Partners who have completed 1 x Basic Technology & Product Training Accreditation will also have access to Project Registration discounts and the INsider portal.

Silver Partner Benefits

- Access to Intermec products via authorised Value Added Distributors
- Use of Intermec PartnerNet logo
- Intermec University Access
- Access to on-line image library
- Access to Intermec sales collateral
- Web based technical support
- Eligible to receive product bulletin information
- Eligible to receive product launch kit information
- Demonstration equipment discount.

If 1 x Basic Technology and Products Online Sales Accreditation completed:

- Access to Project Registration on Mobile Products
- Access to the INsider website.

For more details on Silver, Gold and Platinum PartnerNet benefits please visit the INsider website at <http://www.intermec.com/programs-policies/index.aspx>