



Barco Connect! ClickShare Partner Program

connect!

Great things happen when people click.





Barco Connect! ClickShare Partner Program

Great things happen when people click.

At Barco, we connect partners like you to our industry-leading portfolio and best-in-class solutions, helping you sell smarter, sell faster, and ultimately, sell more.

As a member of our channel partner community, you are an essential part of Barco. So we've designed our program with a focus on you and your needs. We listened to our partners and asked what would help them drive business and profit, and the results led

to the **Connect! ClickShare Partner Program**. Barco's promise is *enabling bright outcomes*. And that's not just for our end users—it's for our channel partners, as well. Our goal is to help you succeed, help you grow, and help you win.

Now you can do that more easily than ever. The **Connect! ClickShare Partner Program** gets you up and running as quickly and simply as possible. We call it being "Barco Ready." What's more, through our partner program you'll have access to the resources of a global company at your fingertips.

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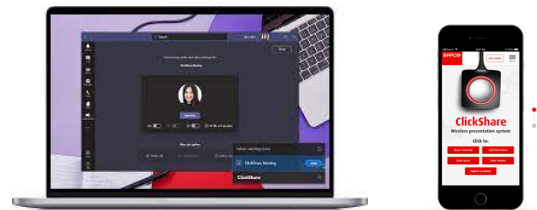
The agnostic wireless room system that lets you run **better hybrid meetings** **from your laptop.**

Plug & Play ClickShare Button



OR

Workflow Optimization Desktop App & Mobile App



Wireless Presentation ClickShare Present



C-5

C-10

OR

Wireless Conferencing ClickShare Conference

CX-20

CX-30

CX-50



Enterprise Grade



Secure

ISO 27001

Central
Management

XMS Cloud

Analytics
& Insights

SmartCare

Five years coverage
& insights



Eco-Friendly

A Label

Choose the partner level that best meets your needs.

Connect! ClickShare Authorized Partner

ClickShare Authorized Partner status includes our most popular product solution, the [ClickShare Present](#) family. You'll get Barco University training, quarterly promos, sales tools, and usage of Barco product logos.

Connect! ClickShare Silver Partner

ClickShare Silver Partner status includes all the benefits of an Authorized Partner, plus our full collaboration [ClickShare Conference](#) family. You'll also gain access to deal registration and proposal based MDF.

Connect! ClickShare Gold Partner

ClickShare Gold Partner status includes all the benefits of a Silver Partner plus inside access to leads, dedicated regional sales support, and additional deal registration incentives. *Minimum annual sales target required.*

Partner Benefits	Connect! ClickShare Authorized Partner	Connect! ClickShare Silver Partner	Connect! ClickShare Gold Partner
MyBarco Partnerzone	•	•	•
Quarterly Promos	•	•	•
Sales Tools	•	•	•
SLED Discounts	•	•	•
Barco University	•	•	•
Use of Barco Logos	•	•	•
Full ClickShare Portfolio		•	•
MDF (proposal based)		•	•
Deal Registration		•	•
Access to Leads			•
Dedicated Regional Sales Support			•
Partner Locator			•
Partner Commitments			
Valid Agreement	•	•	•
Barco Ready	•	•	•
Competencies	•	•	•
In-House Demo Gear		•	•
Revenue Threshold			•



Barco University. Best in Class.

One of the perks of being a Barco Connect! ClickShare Partner is our world-class training. **Barco University** offers unique training opportunities to answer your questions and share new solutions. Through our instructor-led virtual classroom and on-demand training programs, we provide a wide variety of courses to help you grow your business.

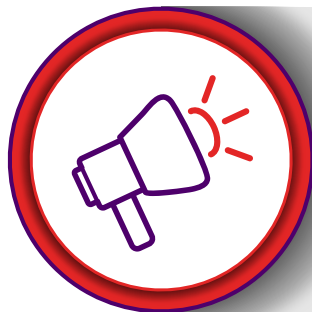
Connect! Competencies

	Connect! ClickShare Authorized Partner	Connect! ClickShare Silver Partner	Connect! ClickShare Gold Partner
ClickShare Sales Professional (CSP)*	1	1	2
ClickShare Certified Technical Expert (CCTE)* AVIXA Certified	1	2	3

* Each partner level requires listed number of employees to complete competencies in order to maintain partner level requirements. MyBarco account required prior to registration. **Get Certified.**

What's in it for you?

In short, success. We want to give you everything you need to grow your pipeline, close the deal, and be more profitable. To that end, we offer our **Barco Connect! ClickShare Partners** these bonus features and incentives.



Deal Registration

5% for Silver and 10% for Gold Partners with any \$10,000+ MSRP deal registration



SLED Discount

5% for US-based state and local government and education (SLED) opportunities



New Business Incentive

5% uplift for every new Fortune 1000 company and key account opportunity our partners identify and register



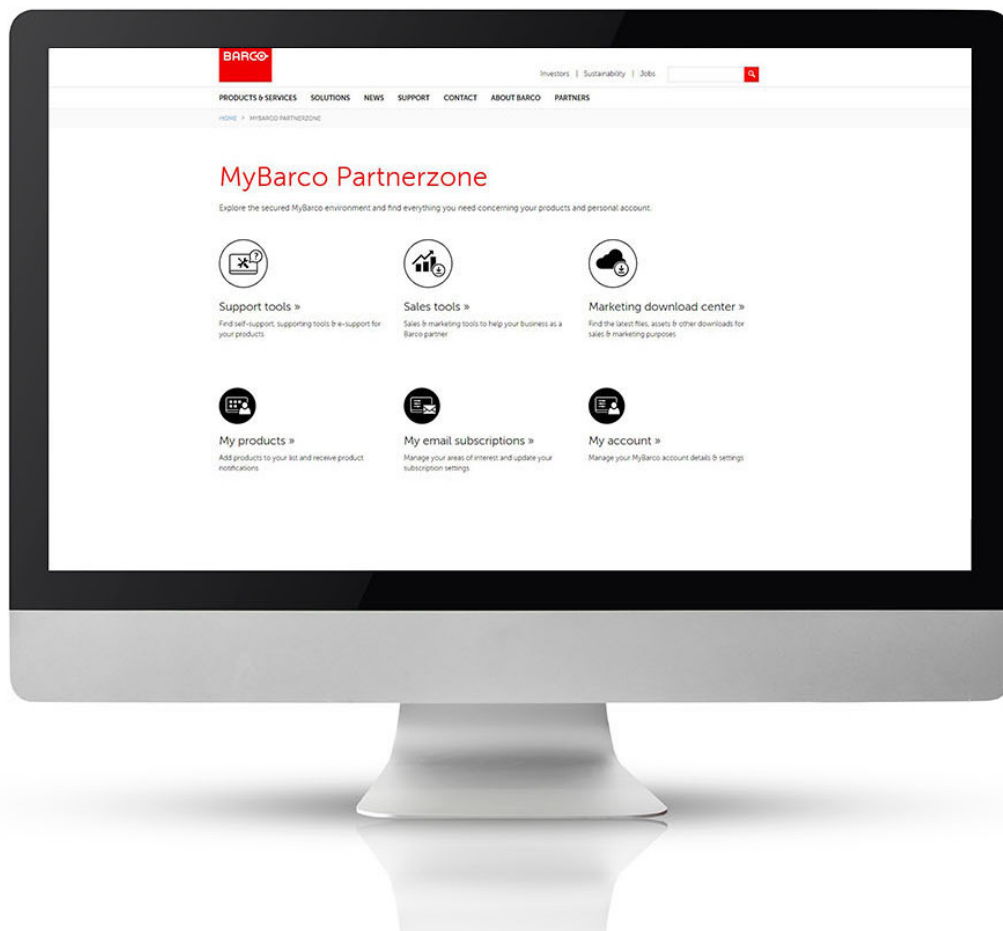
Technology Trade In

Optimize existing room capabilities for video-enabled hybrid meetings



In-house Demo Program

For use in your conference room or to take on the road



Your Barco is **myBarco**.

The **Barco Connect! ClickShare Partner Program** includes your own partner portal, myBarco, where you can easily access all your account information, as well as these helpful features:



Deal Registration



Marketing Tools



Product Alerts



Sales Tools



Competencies



Support



Market Development Funds (MDF)



Sale Engineering

No account? No problem. Account creation is easy and takes just 48 hours to process.

Go to barco.com/mybarco and register today!

Learn. Win. Earn. (Repeat.)



Need more reasons to become a Barco Connect! ClickShare Partner?



Connect! ClickShare Newsletter

Be the first to hear the latest ClickShare trends and products, success stories, industry highlights, upcoming events, and current promotions. You'll also gain access to our exclusive Connect! PartnerCast webinar series.

[Get Connected](#)



Try and Buy

Boost your business with our ClickShare 30-day free trial program. Connect! ClickShare Silver and Gold partners can own this program to maximize their benefits.

[Sell More](#)



Trade In Program

Refreshing technology has never been easier. Barco's Trade In Program allows you and your customers to trade in aging or competitive products for the latest generation of ClickShare devices, all at a unique price.

[Request Trade In](#)



Project Solving Resources

Barco's experienced pre-sales system engineering team can help you plan, design and troubleshoot everything you need to help close more deals.

[Contact Presales](#)



**great
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Marketing firm included.

We've invested in the creation, layout, writing, and design of marketing materials and sales collateral so you don't have to. Simply download, co-brand, and share with your clients. The Barco logo is also yours to use, embodying over a hundred years of brand equity and name recognition. So no need to get your own ad agency—all of these are already at your disposal:



ClickShare Conference Marketing Quick Start/ Resource Center

- Presentations
- Co-Brandable Brochures
- Product Spec Sheets
- Email Templates
- Videos
- Whitepapers
- Tutorials
- Web Banners



Campaigns

- Email
- Trade In
- Backsell
- Strategic Alliances

**I'm ready
to connect!**
Send me more
information!

Did you know?

In addition to enabling businesses to turn every room into a hybrid meeting room, Barco offers a full ecosystem of projection and visualization solutions, all designed to help you grow the most out of what you do every day. So together, we create brighter outcomes, around the world.



ClickShare



**ClickShare
Conference**



weConnect



UniSee



LED



**Command/
Control Rooms**



Projectors



**Image
Processing**



**Healthcare
Imaging**

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connect!

