

Barco ClickShare Connect! Partner Program

connect!

Great things happen when people click.

India version



BARCO



Barco ClickShare Connect! 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 [Barco ClickShare Connect! 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 [Barco ClickShare Connect! Partner Program](#) gets you up and running as quickly and simply as possible. What's more, through our partner program you'll have access to the resources of a global company at your fingertips.

BARCO

Table of Contents

Product Overview	4
Overview of Partner Levels	5
Barco University	6
Features and Incentives.....	7
MyBarco	8
Learn. Win. Earn.....	9
Partner Marketing	10
Did You Know?.....	11

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
- CX-50 Gen 2



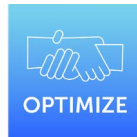
Enterprise Grade



Secure



Centralized Management & Analytics



5 Years Coverage & Insights



Eco-Friendly

Choose the partner level that best meets your needs.

Bronze Partner ClickShare

ClickShare Bronze Partner status includes access to our full ClickShare Present* and ClickShare Conference portfolios. You'll receive access to Barco University, sales tools, and usage of Barco product logos.

Silver Partner ClickShare

ClickShare Silver Partner status includes all the advantages of an Bronze Partner, plus access to deal registration and proposal based MDF.

Gold Partner ClickShare

ClickShare Gold Partner status includes all the benefits of a Silver Partner plus, priority regional sales support.
Minimum annual sales target required.

* ClickShare Present (C-5 and C-10) is open channel and does not require authorization.

Partner benefits

	Bronze partner ClickShare	Silver partner ClickShare	Gold partner ClickShare
Full ClickShare portfolio	●	●	●
Barco University	●	●	●
MyBarco Partnerzone	●	●	●
Use of Barco logos	●	●	●
Sales & Marketing tools	●	●	●
MDF (proposal based)	-	●	●
Partner locator	-	-	●
Deal registration	-	●	●
Access to leads	-	-	●
Performance back rebates	-	-	●
Priority regional sales support	-	-	●

Partner commitments

Rules of engagement	●	●	●
Barco Ready	●	●	●
Revenue threshold	-	-	●
In-house demo gear	Optional	Mandatory	Mandatory
ClickShare Product Specialist	Optional	2 sales	3 sales
ClickShare Installation QuickStart	1 engineer	-	-
ClickShare Technical Specialist	Optional	2 engineers	3 engineers
ClickShare Technical Expert class	-	Optional	Optional

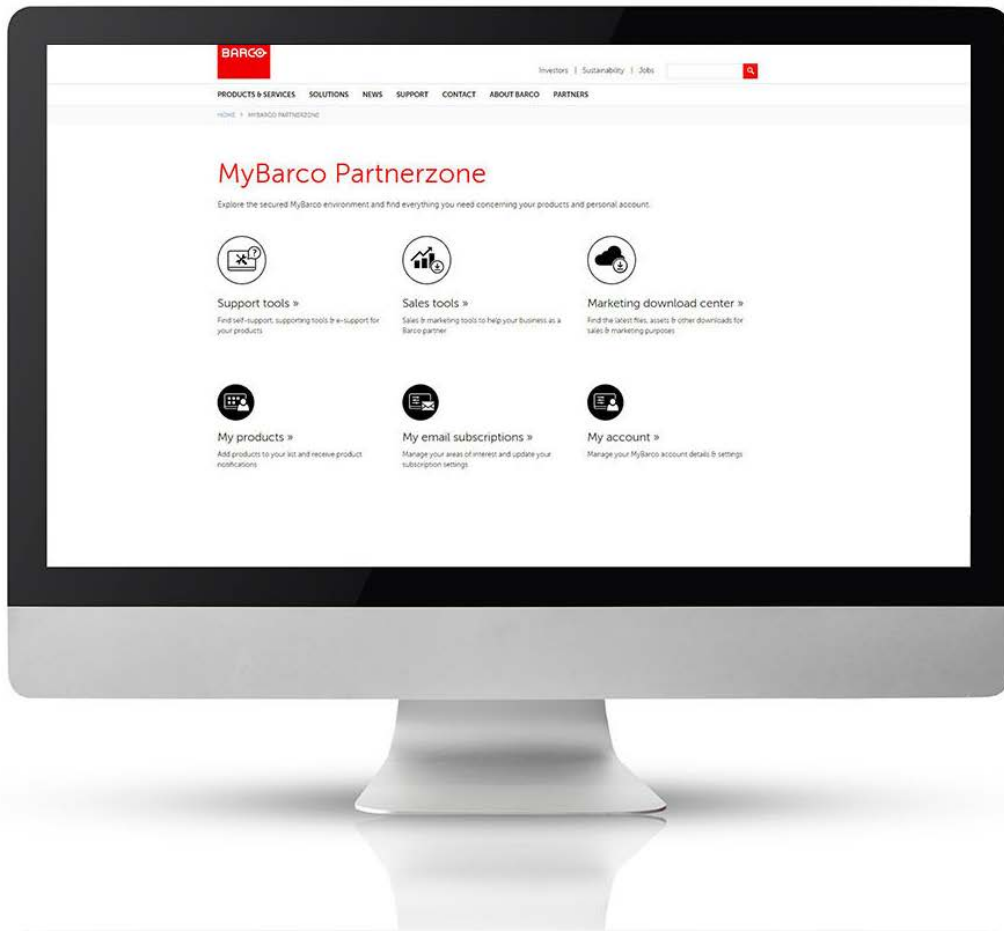


Barco University. Best in Class.

One of the perks of being a **Barco ClickShare Connect! Partner Program** 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.

	Bronze Partner ClickShare	Silver Partner ClickShare	Gold Partner ClickShare
<u>ClickShare Product Specialist</u>	Optional	2 sales	3 sales
<u>ClickShare Installation QuickStart</u>	1 engineer	-	-
<u>ClickShare Technical Specialist</u>	Optional	2 engineers	3 engineers
<u>ClickShare Technical Expert Class</u>	-	Optional	Optional

Each partner level requires listed number of employees to complete competencies in order to maintain partner level requirements. [MyBarco](#) account required prior to registration.



Your Barco is **MyBarco.**

The **Barco ClickShare Connect! 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 Funds (MDF)



Content Syndication



Sales 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?



ClickShare Connect! 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.



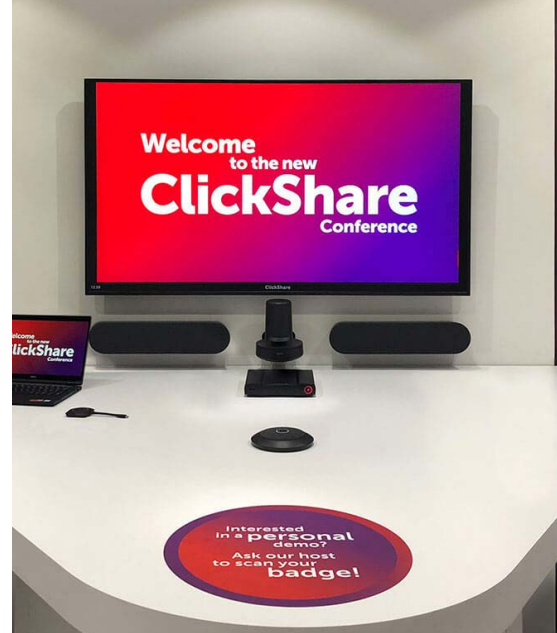
Try and Buy

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



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.



Stay connected with your customers

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
- E-mail Templates
- Videos
- Whitepapers
- Tutorials
- Web banners

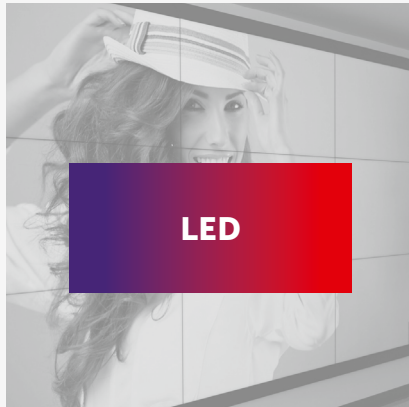


Campaigns & Content

- E-mail
- Trade-In
- Content Syndication
- Backsell
- Strategic Alliances

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.



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connect!

Become a ClickShare Connect! Partner at www.barco.com/partners

Want to learn more? Send us an email at admin.apac@partners.barco.com



* A list of validated peripherals can be found on our website. Peripherals not listed need to be tested and validated to work with ClickShare Conference.

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barco.com/clickshare

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