A large red arrow graphic points from the left side of the slide towards the center. The word "Shape" is written in white, bold, sans-serif font inside the arrow.

**Shape**

**Connect! Partner program Changes**

**Reseller Presentation**

# Connect! Partner Program Change

## Context

- This Document provides our Reseller Community with the changes made to our Connect! Partner Program
- The program aims at contributing to Barco focus on greater End user experience
- The program has been adapted to include Barco new ClickShare line up which requires a new accreditation process

### Partners are critical to Barco growth – The Barco Connect! Program will offer you a framework that is:

#### Simple

The Program provides you a framework for doing business together with Barco. This makes working with Barco simple and transparent.

#### Reliable

As a Partner in the Barco Connect! Program, we will deliver the products, support, and commercial benefits detailed in the Program.

#### Engaging

We want to engage in growing business together by offering the best program features and margin protection, supported by excellent tools and training to help you succeed.

## Non-Connect!

## Open Channel

- CS-100 (H)

- Pricing provided by Distribution

- Special Project supported by Barco (SPID)

## Connect! Program

## Connect! Accredited

- CSE-200 (+)
- CSE-800

- For Gold, Silver & Authorized: Run-rate business @ Distribution provided pricing

- For Gold & Silver Partners :
  - Deal registration discount taking into account Reseller Connect! Status (DRID)
- Special Project supported by Barco (SPID)
- Barco SPID & DRID T&Cs apply

new

## Connect! Conferencing Program

## Restricted Connect! Partners

## Connect! CX accredited

- CX

- For Gold, Silver & Authorized: Run-rate business @ Distribution provided pricing

- For Gold & Silver Partners :
  - Deal registration discount taking into account Reseller Connect! Status (DRID)
- Special Project supported by Barco (SPID)
- Barco SPID & DRID T&Cs apply



## Connect! Partner Program Terms & Conditions

- Non-Connect! Partners can only purchase the CS-100 (H)
- Connect! Accredited or Connect! Conferencing Accredited Partners have access to CS-100 (H)
- Connect! Conferencing Program is a subset program of the Connect! Partner program
- Connect! Conferencing Program will enable specific Barco Partners to buy ClickShare Conference (CX) from Distribution after Barco accreditation (see slide on criteria)
- A CX partner can access to CS & CSE , a CSE partner is not automatically accredited for CX

## Connect! Partner Program Terms & Conditions

### ClickShare Connect! Resellers

- Barco Connect! Partner must accept the revised **Rules of Engagement**:
  - Purchasing only from Barco Distributors or Barco Connect! Partners
  - Sales to permitted parties only: Sales to Connect! Partners only (except for CS-100(H)) & End Users
  - ClickShare conference: Sales to Connect! Conferencing Accredited Partners only & End Users
  - Acceptance of DRID and SPID T&Cs including selling to the end user entity specified in the SPID & DRID document
  - In case of violation of the **Rules of Engagement**, Barco reserves the right to exclude the reseller from the Connect! Partner Program

## Connect! Partner Program Terms & Conditions

### Deal registration (DRID) for Gold & Silver Connect! Partners

#### Purpose and Benefits

- Enable the Distributor to offer an extra Discount supported by Barco when selling to the Connect! Network
- Barco Connect! Network assures a greater deployment & experience for the End Customer

#### Process

- Distributor makes a Deal Registration request to Barco – see mandatory template - including defined End-User name and Connect! Partner name
  - Upon approval, Barco provides a DRID to Distributor including defined End-User name and Connect! Partner names, amount of the supported discount, product model, maximum End-User price, Deal Registration T&Cs & validity date
  - Distributor will sell to the Connect ! Partner in compliance to Barco DRID T&Cs.
  - Reseller can sell to his end user in compliance with the Rules of Engagement

# Connect! Partner Program Terms & Conditions

## Special Project (SPID)

### Purpose and Benefits

- For Special Projects requiring a greater supported discount by Barco
- Enabling Barco and Partner to win on tenders, framework contracts, solution projects or on Volume deals

### Process

- Distributor will present to Barco a request for a SPID
- If approved, Barco will release the SPID to the Distributor with a claim value for the Distributor indicating the product model, eligible quantity, validity period, end-user and reseller name and maximum End User price
- Distributor will sell to the reseller in compliance with the SPID T&Cs
- Reseller can sell to his end user in compliance with the Rules of Engagement
- Barco has the right to appoint an external auditor to verify if SPID T&Cs have been complied with.
- SPID can be combined with DRID

# ClickShare Enterprise & ClickShare Conferencing Connect! Partner program

## Common Connect! Partner accreditation criteria

Requirements

|  | Authorized | Silver | Gold |
|--|------------|--------|------|
| <b>Upfront Investment from Partner mandatory at all time of the accreditation:</b>   |            |        |      |
| Program application by the reseller on Barco website (including acceptance of Rules of Engagement)   | ✓          | ✓      | ✓    |
| Set target at 80% minimum spend achievement of the yearly revenue per country per Silver/Gold status or as per yearly Gold signed Business plan (achievement calculated based on distribution reporting) |            | ✓      | ✓    |
| Training & certification of minimum 3 sales and 3 engineers  | ✓          | ✓✓     | ✓✓✓  |
| Demo units investment (see demo policy)<br>- minimum 2 / max 6 demo units per reseller branch location for each CSE line and CX line   |            | ✓      | ✓    |
| <b>Investment on a Yearly base to sustain accreditation beyond the above criteria:</b>   |            |        |      |
| Commitment to attend a minimum of 2 training course per annum, to maintain certification with key sales & technical employees  |            | ✓✓     | ✓✓✓  |
| Promoting Barco on a monthly base to the end customer via active marketing actions and/or via field sales demos at end user place (5 visits minimum)   |            |        | ✓    |
| Endorsing Barco's values & respecting Barco Connect! Rules of Engagement   | ✓          | ✓      | ✓    |
| Agreement of an annual business plan signed off every year before end of Q1 & planned review during QBRM   |            |        | ✓    |



## ClickShare Conference Accreditation Criteria

### Requirements

#### Upfront Investment from Partner mandatory at all time of the accreditation:

Reseller presents a UCC Platform certification (Teams, Zoom, Polycom, Cisco, ...) & a solution portfolio

- Min. 3 technical engineers CX accredited - F2F training
- Min. 3 sales employees CX accredited F2F training

Front line support to end users on UCC integration either via a helpdesk during the local business hours or pre-sales engineers on the field

Demo unit Investment (see previous table) & active demonstration of CX to the end customers on a monthly base (5 visits minimum)

#### Investment on a Yearly base to sustain accreditation beyond the above criteria:

- Minimum € 150K spend on CX Conference for Year 1 (WE threshold-see CAM for specific country threshold)
- Support the staging, registration via XMS and deployment flow of CX for the end customers
- Investment in marketing activities to proactively promote the CX range
  - Dedicated call out campaigns on CX to increase awareness

Engagement with Barco BDM team to identify key EU to carry out joint demonstrations when needed and relevant

Actively promote Barco Trade-in & Try&Buy with CX via Field sales or marketing promotional activities

Focus on Key KPI's set by CAM to launch CX

## Accreditation Process for ClickShare conference

- After qualification and training , the reseller can be accredited provided that:
  - Connect! Rules of Engagement are signed off
  - Investment in demo units has been completed
- Reseller can be mentioned on the where2buy partner portal
- If the reseller is completely new:
  - Normal Connect! Onboarding process applies
  
- **Upon CX accreditation**, Barco does not change the overall Connect! status of the Partner
  - A CS Gold partner remains Gold for CX
  - A CS Silver partner remains Silver for CX

## Barco Channel Partner Program - Connect!

ClickShare Enterprise & ClickShare Conference common benefits

Benefits

|                                  | Authorized | Silver | Gold |
|----------------------------------|------------|--------|------|
| Barco University training access | ✓          | ✓      | ✓    |
| Barco logo & partner logo        | ✓          | ✓      | ✓    |
| Access to myBarco                | ✓          | ✓      | ✓    |
| Deal registration                |            | ✓      | ✓    |
| End-User project pricing         | ✓          | ✓      | ✓    |
| Partner locator                  |            | ✓      | ✓    |
| Market Development Funds         |            |        | ✓    |
| Performance based back rebates   |            |        | ✓    |
| Barco Account Manager            |            |        | ✓    |
| Joint planning                   |            |        | ✓    |





## **ENABLING BRIGHT OUTCOMES**

 | [youtube.com/BarcoTV](https://youtube.com/BarcoTV)

 | [linkedin.com/company/Barco](https://linkedin.com/company/Barco)

 | [twitter.com/Barco](https://twitter.com/Barco)

 | [facebook.com/Barco](https://facebook.com/Barco)



# **CX Training Course Summary**

# ClickShare Conference Accreditation Course

## *Course Requirements for CX Accreditation*

### Always under Barco University framework

- Audience : Only to eligible Connect! Conference resellers list (Barco list)
- F2F Education process via BATC or in KOR or organized by Barco university/CAM locally with CSEs – all under NDA until January 27th (public launch) -

### **Per eligible reseller**

- 3 technical staff to have followed the F2F training course
- 3 sales staff to have followed the F2F training course
- Expand to more Partner sales via Barco University framework
  - F2F KOR or local – BATC or Barco
  - E-learning

## *Course Content*

- Market Context
- CS conference value proposition
- How to sell
- Product cabling, activation & SmartCare 5y content & registration process via XMS , WIFI environment management
- SWAP compatibility
- CX & use cases with ecosystem (MS, webex, Cisco, Zoom & others)
- Button and App functionalities – how to enrich the user experience
- Touchback, moderation, annotation and whiteboarding functionalities and use case for in room and remote users in the context of CX
- Document sharing – local view
- XMS cloud : set up and device management possibilities
- Network integration if not already done
- Expectations from Partners on L1 for services

**For non CS savy resellers** : complete in addition the other CS training courses (firmware upgrades, auto updates , button manager, pairing, ..)



## **ENABLING BRIGHT OUTCOMES**

 | [youtube.com/BarcoTV](https://youtube.com/BarcoTV)

 | [linkedin.com/company/Barco](https://linkedin.com/company/Barco)

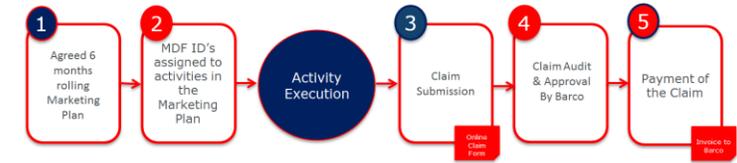
 | [twitter.com/Barco](https://twitter.com/Barco)

 | [facebook.com/Barco](https://facebook.com/Barco)



# **MDF Process for Gold Resellers**

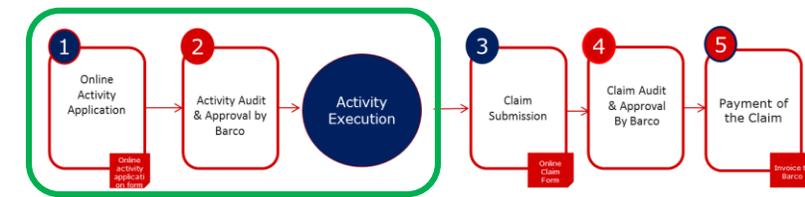
# MDF for Connect! Gold resellers



- ❖ Discretionary - **case by case** - funds available for **Gold Resellers only**
- ❖ Is only applicable for eligible marketing activities
- ❖ Annual business planning is prerequisite for MDF eligibility
- ❖ MDF for resellers is paid by Barco directly
- ❖ 50/50 cost reimbursement
- ❖ 3 step MDF process applies

# MDF for Connect! Gold resellers

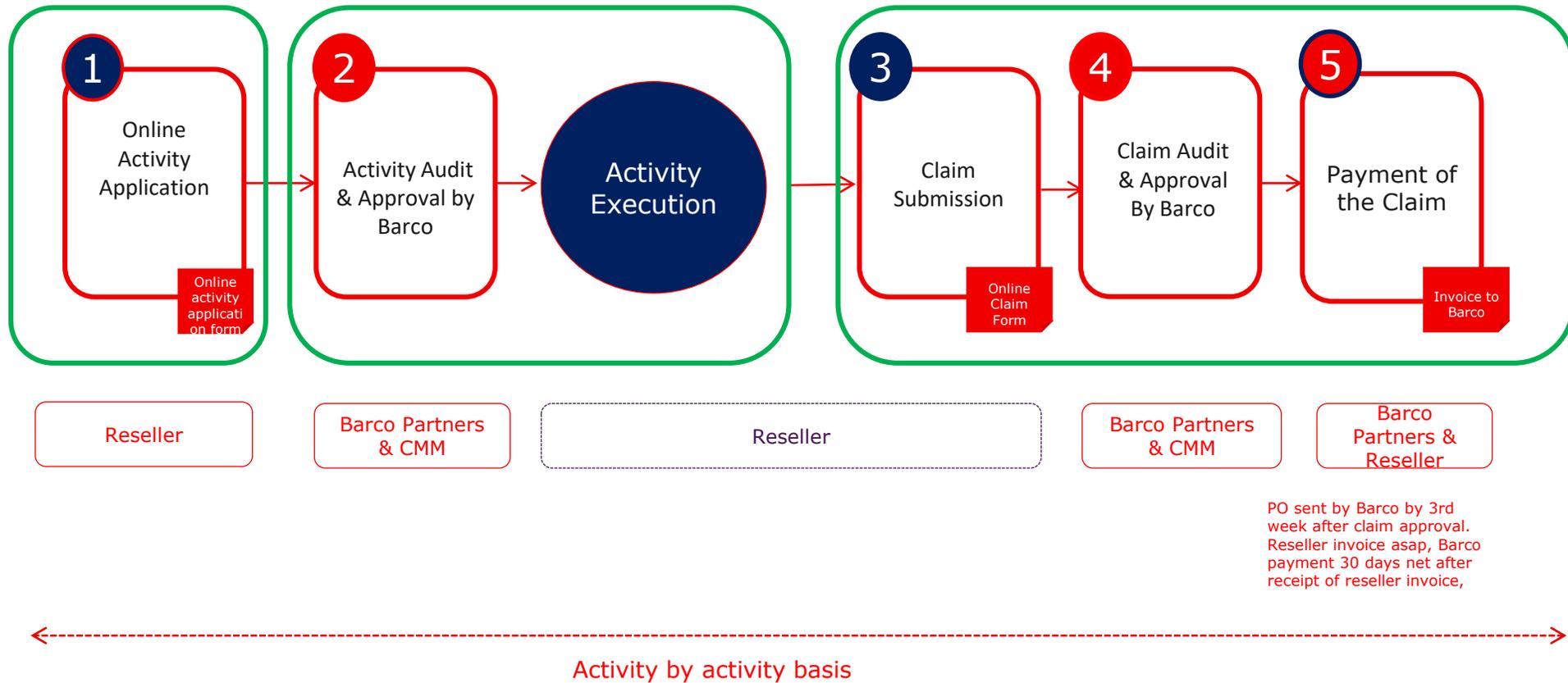
## Online activity application, approval & execution



- ❖ Reseller to complete the online application form on myBarco, **min. 1 month prior** to activity execution
- ❖ Barco to audit & approve application via mail (Unique MDF ID created for each request, to be used throughout all communication)
  - ❖ Reseller will receive an email confirming the **activity application** has been **received**
  - ❖ Reseller will receive another email confirming the **activity** has been **approved**
- ❖ Reseller to execute MDF activity, supported by Barco Channel Marketing

# MDF for Connect! Gold resellers

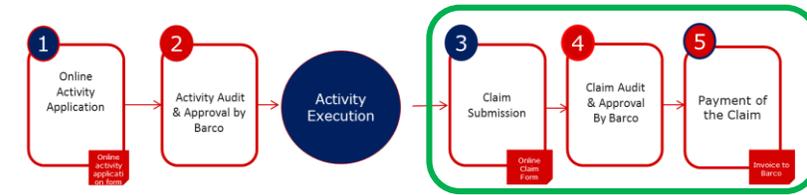
## Process for Connect! Gold resellers to receive MDF



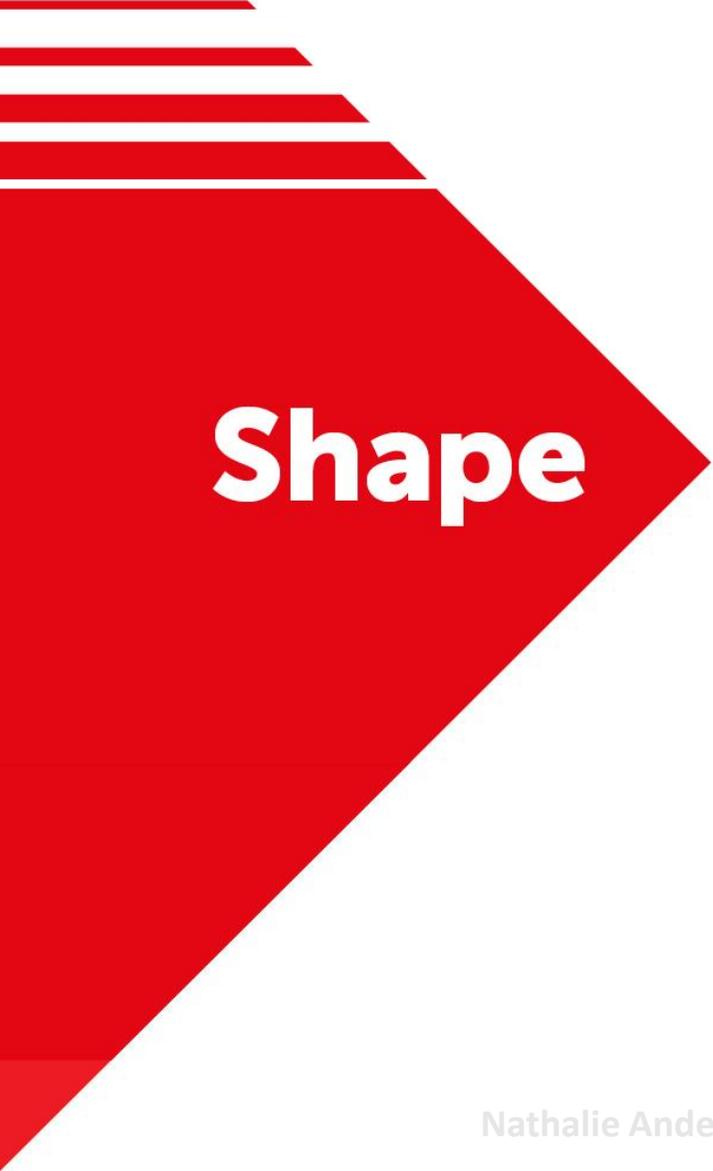
PO sent by Barco by 3rd week after claim approval. Reseller invoice asap, Barco payment 30 days net after receipt of reseller invoice,

# MDF for Connect! Gold resellers

## Claim submission & payment



- ❖ Reseller to complete online claim form on myBarco for each approved and executed activity, **within 45 working days** after activity execution
- ❖ Barco to review & approve the claim
  - ❖ Reseller will receive email to confirm **claim** has been **received**
  - ❖ Reseller will receive another email confirming **claim** has been **approved**
- ❖ Barco to pay the claim(s):
  - **Barco to create PO**, indicating the ref MDF ID and related amount to be paid
  - **Reseller to send invoice** to Barco asap (the latest within 3 months after PO date)
  - **Barco to pay** the invoice – terms: 30 days net

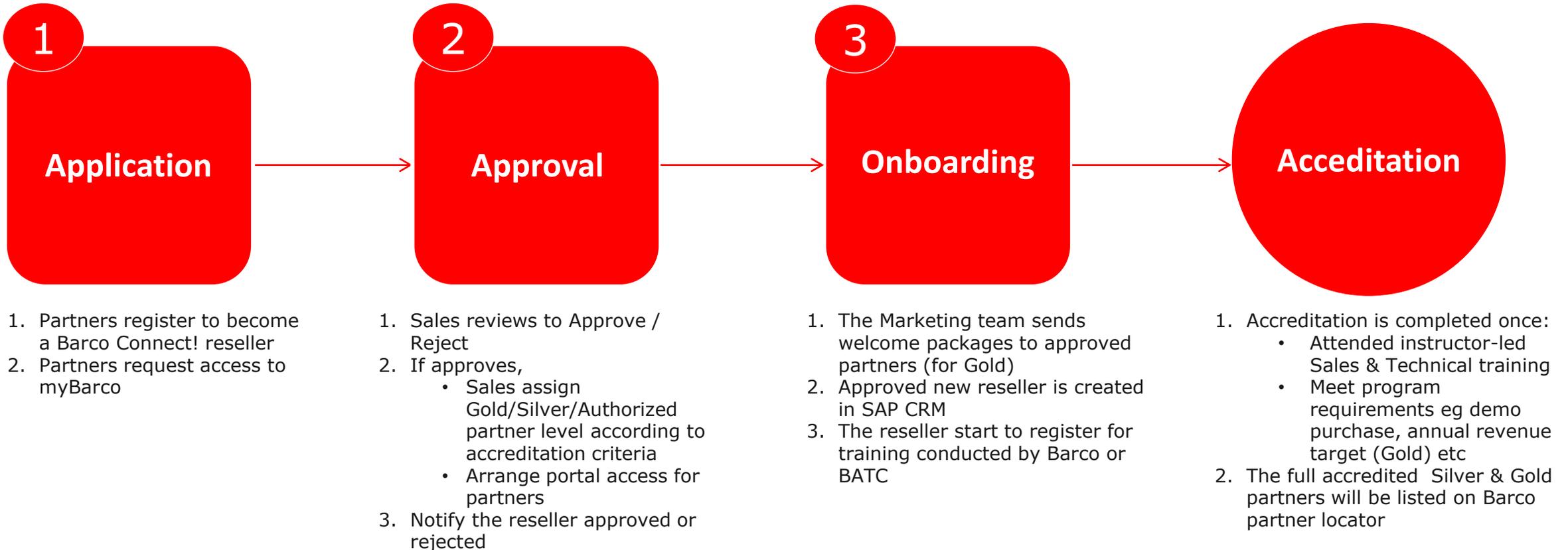
A large red arrow graphic points from the left side of the slide towards the center. The arrow is filled with a solid red color and has a white outline. The word "Shape" is written in white, bold, sans-serif font inside the arrow.

**Shape**

Connect! Partner program Onboarding process

Partner needs to apply online and create user accounts to access myBarco

connect!



## Quick Start Guide

- This Quick Start manual is meant to guide you through the most important steps you need to take to become Barco's partner.
- Please follow the steps as outlined and you will be well on your way to a successful partnership with Barco.
- These steps are required to comply to the General Data Protection Regulation
- If at any point you are unclear or have any queries, please contact [Barco Helpdesk](#).



**connect!**



**Step 1:** Go to barco.com. Click on [Become a Connect! Partner](#) to apply

myBarco log in | New to myBarco? English / Singapore

Investors | Sustainability | Jobs

PRODUCTS SOLUTIONS NEWS SERVICES & SUPPORT CONTACT ABOUT BARCO PARTNERS

HOME > BECOME A PARTNER

## Become a Partner

**Become a Connect! partner**

Strategic Alliance partners [Become a Connect! partner](#)

myBarco extranet log in

### Why Barco?

Global demand for visualization solutions is booming these days. No doubt this is the perfect moment for your company to shift into a higher gear and capitalize on this window of opportunity.

- **Differentiate:** by proving our value to your business, not only with market-leading products, but also with financial rewards and support
- **Trust:** by earning your loyalty thanks to using the most trusted visualization brand and the outstanding expertise of the Barco employees
- **Grow:** by introducing new **'network-based'** solutions and **simple** go-to-market strategies and processes

### Why partner with Barco?

By joining the Barco Connect! Program, Barco offers an engaging framework to bring visualization solutions to the market

- **Reliable:** We keep our promise to deliver the product, the support, the commercial benefits as stipulated in the program
- **Simple:** The program offers a framework for doing business together, making Barco a simple and transparent partner to work with
- **Engaging:** We want to engage in growing our business together, by offering different partner levels and product specializations

### What's in it for me?

Barco Connect! offers a set of benefits and tools based on certain requirements:

- Program Registration
- Revenue Commitment
- Additional Discounts
- Performance Based Back Rebates
- Joint Business Planning

Sales

### Brochures

- [Download Corporate resellers brochure](#)
- [Download Healthcare resellers brochure](#)

**Step 2:** Click on the **Submit Form** button when you have filled in the application form

myBarco log in | New to myBarco? | English / Singapore  
[Investors](#) | [Sustainability](#) | [Jobs](#)

[PRODUCTS](#) [SOLUTIONS](#) [NEWS](#) [SERVICES & SUPPORT](#) [CONTACT](#) [ABOUT BARCO](#) [PARTNERS](#)

[HOME](#) > [BECOME A BARCO CONNECT! PARTNER](#)

## Become a Barco Connect! partner

Ready to leverage the Barco opportunity? Simply apply through below partner application form; Barco will then contact you to discuss your entry in the program.

Language: English ▾

01. Contact   02. Company   03. Partnership   **04. Additional cont...**

### Additional contacts

Please provide us the contact information of the members of your company, who would like to receive the Barco Connect! Newsletter and receive automatic access to mybarco partner's website.

**Name**

**Email**

**Telephone**

**Function title**

[Rules of engagement\\*](#)

I agree upon the Rules of Agreement



Connect! Partner Program brochure

[Read the brochure >>](#)



25

**Step 3:** Register to create your user account and get access to myBarco



#### What can be found on myBarco?

- [myBarco Dashboard](#)
- [Sales & Marketing Tools](#)
- [Download and Subscribe newsletters](#)
- [Service Portal Access](#)
- [Barco University : Product Certifications](#)
- [Product & Services](#)
- [Connect! Partner Program](#)

**Step 3:** Register to create your user account and get access to myBarco



Always provide a working corporate email domain when registering an account with Barco

PRODUCTS SOLUTIONS NEWS SERVICES & SUPPORT CONTACT ABOUT BARCO PARTNERS

HOME > CREATE A MYBARCO ACCOUNT

## Create a myBarco

With your secured myBarco login

Already have a myBarco account? Log in

Step 1/2 - Contact & company information

**Warning** ×

An account with a public email address may be rejected by Barco. Please use your company email address to ensure a proper follow up.

Are you sure you want to continue?

[Yes, keep using public email address](#) [Change e-mail address](#)

**Contact information**

Name

Email

We already have an account associated with this email address. Would you rather [sign in](#) or [reset your password](#)?

Preferred language

**Company information**

Company name

Address

Zip / Postal code

City

**Step 3:** Click on [New to myBarco?](#) to create an account and request access

## Create a myBarco account

With your secured myBarco login you can get access to all the latest files & tools for your market(s) and/or product(s).

Already have a myBarco account? [Log in here.](#)

Step 1/2 - Contact & company information

Step 2/2 - Professional background

Your Barco contact

I am a(n)

Your application or expertise

I am registering because

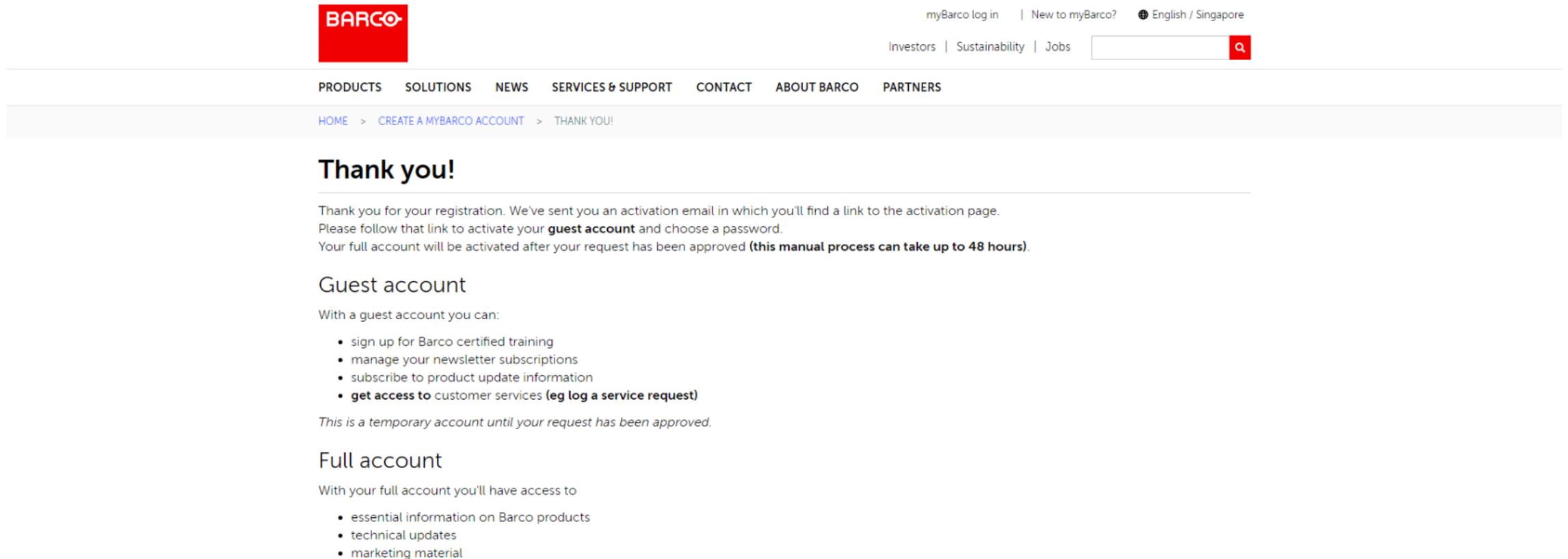
I would like to receive access to the Barco service portal. ?

Yes, send me communication regarding products and services of the Barco Group.

I have read and accept the Barco [terms & conditions.](#)

Complete registration

**Step 4:** Once completed, you get a confirmation message.



The screenshot shows the top navigation bar of the Barco website. On the left is the Barco logo. On the right, there are links for 'myBarco log in', 'New to myBarco?', and 'English / Singapore'. Below these are links for 'Investors', 'Sustainability', and 'Jobs', followed by a search bar with a magnifying glass icon. A horizontal menu below the navigation bar lists 'PRODUCTS', 'SOLUTIONS', 'NEWS', 'SERVICES & SUPPORT', 'CONTACT', 'ABOUT BARCO', and 'PARTNERS'. Below this menu is a breadcrumb trail: 'HOME > CREATE A MYBARCO ACCOUNT > THANK YOU!'. The main content area features a large 'Thank you!' heading, followed by a paragraph of text explaining the registration process and the 48-hour manual approval period for a full account. Below this, there are two sections: 'Guest account' and 'Full account', each with a list of benefits.

myBarco log in | New to myBarco? | English / Singapore

Investors | Sustainability | Jobs

PRODUCTS SOLUTIONS NEWS SERVICES & SUPPORT CONTACT ABOUT BARCO PARTNERS

HOME > CREATE A MYBARCO ACCOUNT > THANK YOU!

## Thank you!

Thank you for your registration. We've sent you an activation email in which you'll find a link to the activation page. Please follow that link to activate your **guest account** and choose a password. Your full account will be activated after your request has been approved (**this manual process can take up to 48 hours**).

### Guest account

With a guest account you can:

- sign up for Barco certified training
- manage your newsletter subscriptions
- subscribe to product update information
- **get access to customer services (eg log a service request)**

*This is a temporary account until your request has been approved.*

### Full account

With your full account you'll have access to

- essential information on Barco products
- technical updates
- marketing material

**Step 5:** Check your email **inbox** and **click** the link to validate your access to myBarco



- The Sender is [webmaster@web.barco.com](mailto:webmaster@web.barco.com)
- Make sure you add this email address to your **safe sender list**.
- If you cannot find it in, please check your **Junk Folder**

The screenshot displays an email client interface. On the left is a sidebar with folders: Compose, Inbox, Unread, Starred, Drafts, Sent, Archive, Spam, Deleted Items, Less, Views, Photos, Documents, Travel, Folders, and New folder. The main area shows an email from [webmaster@web.barco.com](mailto:webmaster@web.barco.com) with the subject "Activate your barco account". The email content includes a notification about external images, a greeting "Dear," a message about a personal link, and a registration confirmation link: <https://www.barco.com/en/account/activate?email=barcotesting1234%40yahoo.com&id=5670830>. It also contains a disclaimer: "This service is provided by Barco and newsletters are never sent unsolicited. Terms and conditions: <http://www.barco.com/AboutBarco/Legal%20Disclaimer> Privacy policy: <http://www.barco.com/AboutBarco/Privacy%20policy>". The bottom of the email shows a "Send" button and a rich text editor with various formatting options.

# CONNECT! Quick Start Guide

## Step 6: Enter new password to activate your myBarco account

[myBarco log in](#) | [New to myBarco?](#) | [English / Singapore](#)

[Investors](#) | [Sustainability](#) | [Jobs](#)

[PRODUCTS](#) [SOLUTIONS](#) [NEWS](#) [SERVICES & SUPPORT](#) [CONTACT](#) [ABOUT BARCO](#) [PARTNERS](#)

[HOME](#) > [ACCOUNT](#) > [ACTIVATE YOUR ACCOUNT](#)

### Activate your account

Enter a password to activate your account.

Your password must be at least 8 characters long, and contain a capital letter, a lowercase letter, a number, and a symbol.

New password

Confirm password

#### Products >

- Wireless collaboration
- Projectors
- Medical displays
- Video walls
- Image processing
- Software

#### Support >

#### About Barco >

- Investor relations
- Corporate governance
- Sustainability
- Barco Experience Center
- Careers

#### Training >

#### Contact us >

- Where to buy our products
- Find a system integrator
- Find a distributor
- Contact support

#### Your local office >

#### Follow us

#### Sign up for our newsletter

Receive the latest news about our services & products

# CONNECT! Quick Start Guide

## Step 7: Confirmation of successful account activation

The screenshot shows the Barco website's account activation confirmation page. At the top left is the Barco logo. The top right navigation includes links for 'myBarco log in', 'New to myBarco?', and 'English / Singapore'. Below this is a search bar with 'Investors | Sustainability | Jobs' and a search icon. A main navigation bar contains 'PRODUCTS', 'SOLUTIONS', 'NEWS', 'SERVICES & SUPPORT', 'CONTACT', 'ABOUT BARCO', and 'PARTNERS'. A breadcrumb trail reads 'HOME > ACCOUNT > ACTIVATION SUCCESSFUL'. The main heading is 'Activation successful', followed by a message: 'Your account has successfully been activated. You will be redirected to the sign in page in 7 seconds. Click [here](#) to sign in directly.' Below this is a grid of four columns: 'Products >' (listing Wireless collaboration, Projectors, Medical displays, Video walls, Image processing, Software), 'Support >', 'About Barco >' (listing Investor relations, Corporate governance, Sustainability, Barco Experience Center, Careers), and 'Training >'. To the right of the grid are 'Contact us >' (listing Where to buy our products, Find a system integrator, Find a distributor, Contact support) and 'Your local office >'. Further right is a 'Follow us' section with social media icons for Twitter, Facebook, LinkedIn, RSS, and YouTube. Below that is a 'Sign up for our newsletter' section with the text 'Receive the latest news about our services & products', an email input field, and a 'sign up' button. The footer contains 'Privacy policy | Cookie policy | © 2019, Barco. All rights reserved.'

# CONNECT! Quick Start Guide

**Step 8:** Access [myBarco](#) by entering your credentials



Sign in with your Barco account

[Sign in](#)

[forgot password](#)

Don't have a Barco account? [register here](#)

# CONNECT! Certification Programs

**Step 9:** Click on [SERVICES AND SUPPORT](#) to access e-learning modules



myBarco log in | New to myBarco? | English / Singapore

Investors | Sustainability | Jobs

PRODUCTS SOLUTIONS NEWS **SERVICES & SUPPORT** CONTACT ABOUT BARCO PARTNERS

HOME > TRAINING >

## ClickShare / wePresent certification program

### Certification program - wePresent

- [Barco Certified Specialist - wePresent](#)

### Certification program - ClickShare

- [Barco Certified Specialist - Clickshare](#)
- [Barco Certified Technical Expert - Clickshare](#)

### wePresent related e-learnings

- [wePresent – be introduced \(Chinese version\)](#)
- [wePresent – be introduced \(English version\)](#)
- [wePresent – be introduced \(French version\)](#)
- [wePresent – be introduced \(German version\)](#)
- [wePresent – be introduced \(Italian version\)](#)
- [wePresent – be introduced \(Spanish version\)](#)

### ClickShare related e-learning

- [ClickShare - Quiz part 1 \(Chinese version\)](#)
- [ClickShare - XMS-Edge \(Chinese version\)](#)
- [ClickShare - XMS-Edge \(English version\)](#)

### Self-assess or sharpen-up the basic required Networking skills before joining above trainings

- [Networking Assessment](#)
- [Networking Essentials](#)

### CS-100 related e-learnings

- [ClickShare - CS-100 - 专业销售认证电子课程](#)
- [ClickShare - CS 100 - E-Learning zur Zertifizierung als Vertriebsexperte](#)
- [Formación en línea para la certificación de experto en ventas de CS-100 de ClickShare](#)
- [ClickShare – CS-100 – Formation en ligne pour la certification des professionnels de vente](#)

Your personal training plan and certification program

[Visit your personal plan >>](#)

### Related info

Why should you consider this training program

Multiple certification levels

Learn from the best

Training centers

Contact Barco University



Training Registration Quick Start Guide

[Download guide >>](#)

# CONNECT! Certification Programs

## Step 10: Register for Training

### Training registration

#### Quick Start Guide

##### Registration procedure

###### STEP 1:

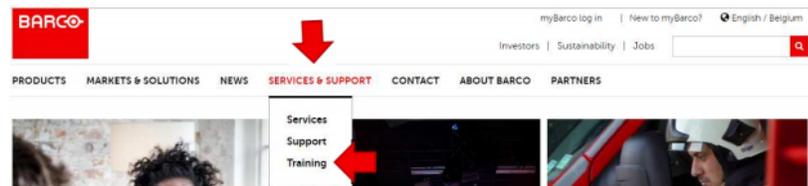
**IMPORTANT:** If you do not have a myBarco account, click on New to myBarco at the top right of the page and register. You will receive a return email with steps to create your password and activate your account.

Note: It will take 3 hours for your account to synchronize for a "quest" status on the site and can take up to 24 hours for your specific "Market Segment" site request to be approved.



###### STEP 2:

Log onto [www.barco.com](http://www.barco.com). Click **Training & Support > Training**, to display the training and certification program's page.



If you face problem registering for online courses, please click [Training Registration Quick Start Guide](#) to download the steps

Who to contact at Barco?

- **Barco University :**

[training.barco@barco.com](mailto:training.barco@barco.com)

- **Partner Registration Helpdesk :**

[barco.partnerzone@barco.com](mailto:barco.partnerzone@barco.com)

- **Barco Connect! Program:**

[admin@partners.barco.com](mailto:admin@partners.barco.com)

- **Partner Account Manager:**

If you have any question regarding the content in this presentation.

