



SOLUTIONS PROVIDER  
GOLD  
AUTHORIZED

## PROGRAM BENEFITS

### *Lead Generation & Sales Assistance*

Pre-Qualified Leads	Automatically receive qualified leads prioritized by your region, program authorization and certification level	•	•	
Deal Registration	Register your major deals to obtain pre-sales volume discounts and special account exclusivity.	•	•	
Volume Discount	Back-end rebates available for achieving volume requirements. Higher authorization levels receive greater discounts.	•	•	
Partner Locator	Reseller lookup, prioritized by region and certification level (higher qualified resellers listed first (along with their level of authorization) to reward commitment).	•	•	
Not For Resale Units	NFR units are available at a significant discount to Partners and their employees, allowing you to benefit from Elusiva products at work and home.	•	•	
Evaluation Units	Evaluation units for use during events, prospect trials and evaluations.	•	•	•
Joint Promotions	Participate in joint regional promotions including promotional e-mails, ads, events, etc. Easy-to-use portal allow you to view any accrued Co-op (with ticklers to ensure you don't allow it to go unused). Also includes direct phone line access and easy-to-use form to requested MDF participation for proposed joint activities.	•	•	

### *Tech & Sales Support & Training*

Certification	Register for our certification program to become expert at all aspects of Elusiva office virtualization tools. This additional qualification you achieve a higher authorization level which provides additional margins to reward you for your expertise and commitment.	•	•	
24/7 Priority	Reseller Tech Support Call a special Partner-only 800 number 24 hours a day.	•	•	

## PROGRAM REQUIREMENTS

### *Lead Generation & Sales Assistance*

Register at <a href="http://www.elusiva.com">www.elusiva.com</a>	Must register on Elusiva website and complete the application.	•	•	•
Qualify as a VAR	Must qualify as a VAR with a) face-to-face selling, b) provide 1st line post-sale support, c) have outbound sales reps, d) sell complimentary products and install/integration capabilities.	•	•	•
Develop Business Plan of Action	Submit a quarterly business plan of action with assistance from the Elusiva Partner Manager to allocate Co-op and MDF and orchestrate joint promotions. Templates available.	•	•	
Quarterly Sales Targets	Highest level Partners are required to reach predetermined sales targets to obtain higher margins and additional benefits. Check with the Elusiva Channel Manager for details.	•		
Credit Application	Required if you request a direct purchase relationship with Elusiva. Only applicable to Solutions Provider level.	•		