



SALIENT CHANNEL PARTNER PROGRAM

The higher the level, the greater
the rewards for you and your business.

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WHY JOIN OUR CHANNEL PARTNER PROGRAM?

The Salient Channel Partner Program is designed to reward loyalty and grow business opportunities with top-performing partners. By combining our areas of expertise and through close collaboration, we will create unlimited opportunities to mutually grow our businesses.



CHANNEL PARTNER EVENT OPPORTUNITIES

QUARTERLY/SEMI ANNUAL BUSINESS REVIEWS

Channel Partner executive team member & Salient Regional Sales Manager connect for a strategic information exchange.

CHANNEL PARTNER ROADSHOWS

Regional events hosted and led by Directors of Sales and Regional Managers.

CHANNEL PARTNER COUNCIL

Meeting with select channel partners for more in-depth partner council discussion.

CO-MARKETING

Connecting with your customers is key to customer growth. One of the ways to connect with your client is through internal and external communication. Let us help you expand your communications channels with co-marketing. These opportunities can provide solutions, drive lead generation, increase brand awareness, and position you and Salient as thought leaders in our industry.



VIP SUPPORT AND TRAINING DISCOUNTS

At Salient, we are committed to excellent customer service and have multiple resources to provide online training, technical assistance, installation help, or answer hardware and software questions. As a channel partner, you have access to several additional benefits and features for members.



CHANNEL PARTNER BENEFITS

Being a Salient Channel Partner means greater access to service, special pricing, and unlimited opportunities to mutually grow our businesses.

| | PLATINUM | GOLD | SILVER |
|--------------------------------------------------------------------------------|----------|------|--------|
| Tiered discount pricing | ● | ● | ● |
| Easy access to software releases | ● | ● | ● |
| Quarterly webinars on latest products, integrations & more | ● | ● | ● |
| Access to project design tool | ● | ● | ● |
| MARKETING INCENTIVES | | | |
| Joint webinar development and execution | ● | | |
| Co-branding Opportunities | ● | | |
| TECHNICAL TRAINING | | | |
| Quick Access to Training | ● | ● | ● |
| Discounts for on-site training classes | ● | ● | |
| Discounts for virtual training classes | ● | ● | |
| Free recertification labs | ● | | |
| 15% off on-site training classes (6-12 student requirement) | ● | | |
| PARTNER EVENTS | | | |
| Quarterly/Semi Annual Business Reviews | ● | | |
| Reseller Roadshows | ● | | |
| Integrator Partner Council (Invitation Only) | ● | | |
| TECHNICAL PRODUCT SUPPORT | | | |
| Periodic Technical Checks | ● | ● | |
| VIP Technical Support Line | ● | ● | |
| Exclusive "Sandbox" software & demo server availability (limited availability) | ● | | |
| Complimentary Afterhours Support (limited to 3 uses) | ● | | |
| Quarterly Open Support Status Reviews | ● | | |

CHANNEL PARTNER REQUIREMENTS

Salient channel partners stand out as our most trusted and reliable resellers. To keep standards high, there are several requirements for the Channel Partner Program. Requirements are tier-based and increase as partners move through the ranks of the program.

| | PLATINUM | GOLD | SILVER |
|-------------------------------|----------|------|--------|
| Approved Reseller Application | ● | ● | ● |
| Yearly Revenue Requirement | ● | ● | |
| Attend Training Courses | ● | ● | ● |

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BECOME A CHANNEL PARTNER

Our Channel Partner Program rewards our partners for their increasing commitment to Salient.

Let us help you find new opportunities to connect with your customer, establish partnerships, and grow your business worldwide. As your business with Salient grows, so does your partnership level in the program. The higher the level, the greater the rewards for you and your business.

Benefits of joining Salient Channel Partner Program:

- Co-marketing opportunities
- Discounts on training your team
- VIP Technical Support, and more!



Apply now through Salient's website and our team will reach out to you with details about the next steps.

www.salientsys.com/channel-partner-program

