

Americas Partner Program

A Commitment To Our Partners



- Reward top resellers for increased commitment to Opengear solutions
- Focus on resellers who provide the most value for Opengear users
- Invest in resellers who position Opengear as a strategic solution for their customers
- Special pricing for registered opportunities
- Provide enhanced account management services and technical support for top resellers

Tier Requirements and Benefits

Elite Partner

- \$1.0 million in annual POS prior year
- Top Deal Registration discount on approved registered opportunities
- Registered on Opengear Partner Portal
- Access to preapproved MDF
- Link on Opengear website in where to buy section
- Access to lead sharing

Premier Partner

- \$250K in annual POS prior year
- Deal Registration discounts on approved registered opportunities
- Registered on Opengear Partner Portal
- Link on Opengear website in where to buy section
- Access to preapproved MDF

Authorized Partner

- No minimum revenue requirement
- Deal Registration discounts on approved registered opportunities
- Registered on Opengear Partner Portal

Reseller Benefits By Tier

	Authorized	Premier	Elite
Additional deal registration discount from MSRP	\$	\$\$	\$\$\$
Semi-annual Partner Tier Promotion review	✓	✓	✓
Access to Opengear Partner Portal (deal registration, content, promotions, training)	✓	✓	✓
Access to Lead Share Program			✓
Access to Market Development Funds		✓	✓
Digital Marketing Materials via Partner Portal	✓	✓	✓
Dedicated Channel Sales Manager & Sales Engineer		✓	✓
Access to Opengear Channel Technical Support		✓	✓
Partner Link on Opengear website in "Where to Buy section		✓	✓
Access to live and on-demand training (sales & technical)	✓	✓	✓
Quarterly Business Reviews		✓	✓
Not-for-Resale (NFR) discount	✓	✓	✓
Access to Turnkey Demand Generation Campaigns via Partner Portal	✓	✓	✓
Access to Sales Incentives (Trade Up/Trade-in, Account Mapping, Net New Customer)	✓	✓	✓

Reseller Requirements By Tier

	Authorized	Premier	Elite
Prior year revenue	N/A	\$250K USD	\$1 million USD
Social media follows	✓	✓	✓
Register on Opengear Partner Portal	✓	✓	✓
Monthly POS reporting to Opengear			✓
Strategic account planning		✓	✓
List Opengear on website line card with link		✓	✓
Sales certification via Partner Portal		✓	✓
Technical certification via Partner Portal		✓	✓

Become a valued member of
the Opengear Partner
community today.

Opengear.com/partner