



SOLUTIONS
PARTNER PROGRAM



www.ionodes.com/spp

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Our Vision

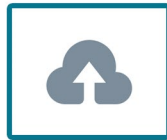
IONODES was founded on the desire to provide innovative video technology to our customers, empowering them to better secure their worlds, from people to facilities.

We believe that by providing our customers with smarter IP video surveillance technology, technology allowing them to identify security threats quickly and in any environment, from vehicles to airports, we will contribute to making our world safer and therefore more peaceful.



Reliable

10+ years in design and development of quality video products.



Forward Thinking

Pursuing innovation to stay on the edge of IP video technology.



Problem Solvers

Our team of expert engineers strives in the face of any challenge.



Support

First class technical support means we will be there to support you.





SOLUTIONS PARTNER PROGRAM

Lead with us, Win with us

Thank you for your interest in the IONODES Solutions Partner Program.

Solution Partner Program System Integrators (SPPSI's) are trained and certified select organizations that design, deploy and implement enterprise class IP video solutions for customers looking to maximize the performance and reliability of their IP video infrastructure.

The IONODES Solutions Partner Program delivers benefits, incentives and sales resources that are designed to help you drive new opportunities and increase your profitability when selling IONODES solutions and services.

As an IONODES SPPSI, you can take advantage of exceptional sales and technical training, marketing and sales tools, and sales and technical support that enable you to offer incremental value to your customers.

IONODES is committed to offering our SPPSI's robust benefits and incentives, paving the way for greater mutual success.



Program Overview

The Solutions Partner Program (SPP) is a worldwide partner program that was created with the needs of IONODES system integrators in mind. The program was designed to reward partner commitment, build stronger long-lasting relationships and better serve customers.

The Challenge

Your customers use IP cameras and video management solutions to secure facilities and enhance safety for people in many different environments. With IONODES' line of IP video products, which were designed and developed for IP video, security personnel that require robust always-on network video storage and secure display stations can rest assured that their systems are running at high levels of reliability.

Differentiate and Conquer

We've created the SPP program to help you build a solutions-focused enterprise class IP video practice with increased knowledge and expertise and the tools to differentiate yourself from your competitors. We're more committed than ever to helping you turn your market challenges into new opportunities by offering innovative solutions that are easy to sell and support.

Earn Increased Margins

The SPP program offers two program levels that reflect your core competencies and level of commitment: **Registered** and **Premier**. Both of these levels allow you to leverage preferred pricing and benefits. You'll gain unprecedented visibility to where the market is going and where you can make the most out of your business.

Program Benefits

The Solutions Partner Program is designed to align benefits with a partner's specific needs. The following chart outlines the general and technical benefits associated with each partnership tier:

Program Benefits	Registered	Premier
Partner Pricing and Access to Registered Project Pricing	Registered Pricing	Premier Pricing
Dedicated Account Manager and Priority Project Quoting	•	•
Pre-Sales System Design & Engineering Support	•	•
Personalized Training on our Products and Solutions	•	•
Monthly Updates and Notifications on Products and Solutions	•	•
Access to the SPP Portal		•
Direct Technical Support Hotline		•
Lead Forwarding		•



How to Apply

Choose the level that's right for your business

REGISTERED Solutions Partner

This tier is for system integrators wishing to engage into the SPP program without any volume commitment. You will get partner pricing as well as all the other benefits of the SPP program.

PREMIER Solutions Partner

This tier is for system integrators with an established customer base capable of achieving minimal volume commitments. In addition to the benefits of the REGISTERED Tier, you will get premium partner pricing as well as access to more in-depth partner tools and pre/post sales support.

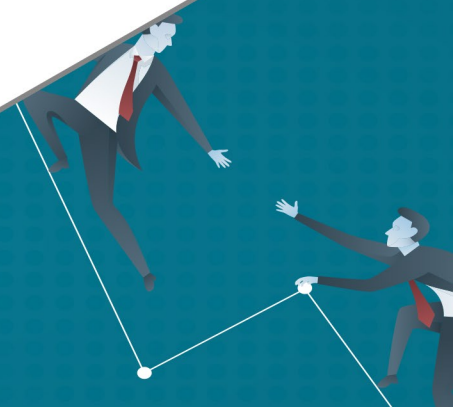
4 Easy Steps to Get You Up and Running

Step 1: Apply for partnership at <http://www.ionodes.com/spp> or by contacting our team at 1-833-IONODES (1-833-466-6337).

Step 2: An IONODES Sales Manager will reach out to you to understand your needs and confirm your enrollment in the program.

Step 3: You will be asked to follow a few simple training sessions designed to bring you up to speed on our products and solutions.

Step 4: Go-to-market— generate awareness and demand, and succeed together!



A background image showing three business professionals (two women and one man) sitting around a table in a bright office setting, engaged in a meeting. One woman is writing on a notepad, and another is looking at a laptop. The image is overlaid with a semi-transparent blue and white geometric pattern in the bottom right corner.

Partnering to win. Together.
Contact Us Today.

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