



Siemens Enterprise Partner Program

Benefits at a Glance

The benefits of each partner level are numerous, and we've highlighted them in a quick reference below:

Siemens Enterprise Partner Program Benefits at a Glance				
Benefit	Global Solution Partner	Authorized Solution Partner	Authorized System Partner	Product Partner
Selling Territory	Large and medium enterprises, limited partners per country	Large and medium enterprises, limited partners per territory	Medium and small enterprises, limited partners per territory	Small Office, Home Office
Typical HiPath Products Marketed	<ul style="list-style-type: none"> • HiPath 4000 • HiPath 3000/5000 • HiPath MobileOffice • HiPath ProCenter Suites/Agile • optiPoints/ optClients • HiPath Management • HiPath Scurity 	<ul style="list-style-type: none"> • HiPath 4000 • HiPath 3000/5000 • HiPath MobileOffice • HiPath ProCenter Suites/Agile • optiPoints/ optClients • HiPath Management • HiPath Scurity 	<ul style="list-style-type: none"> • HiPath 3000/5000 • HiPath Compact Applications • HiPath MobileOffice • HiPath ProCenter Agile • optiPoints/ optClients 	<ul style="list-style-type: none"> • optiPoint & optiClient
Profit Builder MDF Program *	Earn 5% of Sales	Earn 3% of sales	Earn 2% of sales	N/A
Marketing Program Access	Yes	Yes	Yes	N/A
Qualified Lead Program	Yes	Yes	Yes	N/A
Partner Account Manager	Dedicated	Dedicated	Dedicated	Pooled
Field Sales Engineer	Yes	Yes	Yes	N/A
Access to Inside Sales Reps	Yes	Yes	Yes	N/A
Access to Partner Portal	Yes	Yes	Yes	N/A
Joint Marketing Programs	Yes	Yes	Yes	N/A
Siemens Partner Logo	Yes	Yes	Yes	N/A
Access to Post-Sales Technical Support Center	Fee-Based	Fee-Based	Fee-Based	N/A
Access to Online Technical Support	Yes	Yes	Yes	N/A
Access to Pre-Sales Partner Support Desk	Yes	Yes	Yes	Fee-based

*Notes: Profit Builder is Siemens co-op MDF program that supports your investment in marketing, technical training and recruitment expenses. Incremental Profit Builder Funds can be earned based on performance, by overachieving revenue targets.

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Program Requirements Summary

In order to be a fully Authorized Partner, a company must meet all requirements outlined below per authorized location.



Siemens Authorized Partner Requirements				
Requirement Minimums	Global Solution Partner	Authorized Solution Partner	Authorized System Partner	Product Partner
SALES				
Market Coverage	3 or more countries	National	Regional	N/A
Annual Purchases per Authorized Location ²	\$1.5M	\$500K	\$200K	\$25K ³
Qualified HiPath Systems Engineer	3	2	2	N/A
Qualified Sales Personnel ¹	2	2	2	N/A
Customer References	3	3	2	0
MARKETING				
Business/Marketing Plan	Yes	Yes	Yes	N/A
Demonstration Solutions	Yes	Yes	Yes	N/A
Lead Follow-Up Response Times	Make contact and update lead system within 2 business days	Make contact and update lead system within 2 business days	Make contact and update lead system within 2 business days	N/A
Siemens Product Info on Your Website	Yes	Yes	Yes	N/A
Siemens Specific Marketing Activities	2 Annually	2 Annually	2 Annually	N/A
SERVICES				
Support Hours	24/7 Automated call tracking and dispatch Escalation processes	24/7 Automated call tracking and dispatch Escalation processes	12/5 Automated call tracking and dispatch	8/5
Service Response Times	Minor problem response = 4 hours Major problem = 2 hours Resolve minor problems within 24 hours and major problems within 8 hours.	Minor problem response = 4 hours Major problem = 2 hours Resolve minor problems within 24 hours and major problems within 8 hours.	Minor problem response = 4 hours Major problem = 2 hours Resolve minor problems within 24 hours and major problems within 8 hours.	N/A
Spare Parts	Required Inventory	Required Inventory	Required Inventory	N/A
Certified Service Staff *	2 x SCCS	2 X SCCS or SCCA ⁴	2 x SCCA	No
* Staff members can meet the requirements for Qualified Design and/or Sales staff for more than one platform or product portfolio.				
1 Strongly recommended. (certification of sales staff in preparation)				
2 Partner revenue targets are set per local market.				
3 Recommended annual revenue target set by distributor.				
4 SCCA currently available for HiPath 3000 only.				

www.SiemensPartner.net

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