

Plantronics Integrator Track requirements and benefits

Grow your UC business with Plantronics Software and Services. Experience the opportunity for exponential growth with Plantronics Device Management software as part of a system sale that will help drive UC success, increase device adoption, and provide renewable Software revenue streams. This system will provide you with a cloud competitive advantage that you can differentiate with Managed Services offerings, as well as customized development potential with our APIs.

As an Integrator partner within the Plantronics Partner Program, you will gain access to many new benefits such as Software training, professional marketing resources and sales incentives. Your Software sales, expertise and engagement levels with Plantronics will define whether your company qualifies for either the Platinum, Gold or Registered program benefits as listed below.

Sell more successfully and benefit from the value and additional enablement we offer with our enhanced Integrator Partner program.

Plantronics.com/partners

INTEGRATOR TRACK BENEFITS*				
Business Development & Sales Incentives	Deal Registration for Software deals*	•	•	At our discretion
	Eligibility for Special Pricing Access (SPARs) for Software deals	•	•	At our discretion
	Software Rewards points eligibility for Manager Pro deals*	•	•	
	Access to Software Demand Generation Sales Promotions*	•	•	
	Dedicated Channel Account managers for pipeline planning/assistance*	•	•	
Training & Enablement Programs	Access to Manager Pro University Sales and Technical Training	•	•	•
	Access to live Manager Pro tenant for Customer demonstrations	•	•	
	Access to Manager Pro Customer Success onboarding support	•	•	•
	Access to a Not for Resale-NFR Manager Pro Tenant for testing/training	•	•	
Marketing Support	Access to MDF (discretionary Market Development campaign funds)*	•	•	
	Partner Locator listing on Plantronics.com	•	•	
	Access to Sales Engineer for customer demonstrations upon request	•	•	•
	Access to funded Success Story development (using MDF funds)	•	•	•
	Integrator Track communications/Newsletters	•	•	Some
	Sales Resources : Manager Pro ROI Customer Calculator tool etc	•	•	•
Business Requirements	Provide regular end-user POS Sales reports to Plantronics	•	•	Preferred

*For Regional Program Benefits availability, contact your local Plantronics Sales office

Plantronics Integrator Track requirements and benefits continued

INTEGRATOR TRACK REQUIREMENTS				
Business Requirements	Plantronics Software & Services annual Sales 'guideline' using \$USD List pricing (Convert to local currencies for countries listed below ¹)	\$200k/\$100k/\$50k/\$25k ¹	\$100k/\$50k/\$25k/\$10k ¹	Not applicable
	Plantronics Partner Program Registration² (A partner account profile is required to be kept up to date)	•	•	•
	Purchase from an Plantronics SaaS Approved Distributor (List available on Plantronics.com Partner Locator)	•	•	•
	Provide End User Point of Sale (POS) Reporting³	•	•	
	Plantronics Presence on Partner Web Site (Partners should ensure that Plantronics products and brand are promoted on their website)	•	•	
	Annual Business and Marketing Plans (Planning tools are available on the Plantronics Partner Portal)	•	•	
Training & Certifications	Plantronics University Certifications: 2 Sales and 1 Technical staff member per Certification	Manager Pro, UC and CC	Manager Pro and either UC or CC	
	Intro to selling Plantronics – onboarding Plantronics University training course for all sales staff	•	•	•
	UC&C Vendor external certifications (eg: Cisco/Microsoft/Avaya/Mitel/8x8, etc.)	•	•	
Software & Support	Certified Pre-Sales Software Engineer and/or a Sales Funded Head in-house	Both	Either one	
	Not for Resale (NFR) Manager Pro Tenant – (Maintain 10+ Active Users ongoing ⁴)	•	•	
Sales Capabilities	Outside and Inside certified sales staff trained to land ,adopt ,expand and renew customers	•	•	
Technical Support	Provide Tier 1 Plantronics Manager Pro Technical software support for customers	•	•	

1. Country Group 1 = USA. Group 2 = UK, Germany. Group 3 = France, Australia, Sweden, Denmark, Spain, Canada & Netherlands. Group 4 = Rest of World. Contact your local Plantronics sales office for any further Integrator Track queries.

2. A person authorized to legally bind a partner must accept the Plantronics Partner Program Agreement. 3. Refer the Plantronics Partner program Agreement, Global Partner Data Reporting Policy section for details. 4. NFR tenant activity is tracked using AWS reports.

To apply to become a Plantronics Integrator Partner, visit plantronics.com/partners
For further information, contact your local Plantronics Sales office or Channel Manager