



# ELITE

## PARTNER PROGRAM

## PARTNER BENEFITS & REQUIREMENTS

### AIPHONE PARTNERSHIP PROGRAM

We believe that human connection and trust are the cornerstones of security, and we are committed to fostering innovation while maintaining strong relationships with our industry partners. We have created our Elite Partner Program—to honor and recognize the trust built between us and our partners.

The program offers three levels of membership: Sapphire, Emerald, and Diamond. Upon acceptance into the program, your qualifying revenue requirement will determine both the benefits you are eligible for and the ongoing requirements you must fulfill.

As you demonstrate exceptional business performance, you'll have the opportunity to advance to higher levels, unlocking more rewards as you achieve greater sales milestones. Each fiscal year, we review all partners to ensure they meet the criteria for their current tier and evaluate potential for advancement or reassignment.

We invite you to join us on this exciting journey and become an Elite Partner, strengthening our connection and growing together!



# PARTNER BENEFITS



	SAPPHIRE	EMERALD	DIAMOND
<b>SALES SUPPORT</b>			
Free Certification Training	●	●	●
Discount on Demo Equipment***	●	●	●
Project Pricing Opportunities	●	●	●
Prioritized Lead Sharing	●	●	●
Discounts on Products		●	●
<b>MARKETING &amp; NETWORKING</b>			
Access to Aiphone Branding Kit with Co-Marketing Assets	●	●	●
Opportunity to be Featured in Customer Story on aiphone.com	●	●	●
Participation in Aiphone Partner Events	●	●	●
PR Welcome Kit	●	●	●
Recognition Annual Award	●	●	●
Regular Updates and Information Sharing	●	●	●
Logo Listed on Aiphone Website		●	●
Extended Co-Marketing Opportunities			●
<b>TECHNICAL SUPPORT</b>			
Access to Aiphone Partner Network of Software Developers, Technology Vendors, and Consultants	●	●	●
Enhanced System Design Support	●	●	●
Advanced Replacement Product Service*			●
Prioritized Technical Support Number*			●

# PARTNER REQUIREMENTS



	SAPPHIRE	EMERALD	DIAMOND
REQUIREMENTS			
Revenue Commitment	●	●	●
Receive Certified Training	●	●	●
Sign Current Partner Agreement		●	●
Social Media Partnership Announcement		●	●
Yearly Project Submission**		●	●
Feature Aiphone in one eBlast			●

\* Coming Soon

\*\* Aiphone is looking for diamond and emerald partners to collaborate on yearly case studies; please consider a project you would like to showcase. Eligible submissions should consist of: 1) Project name and location, 2) Aiphone product(s) used, and 3) A brief description of the application and problem(s) solved. If the project is accepted, further interviews with end users and integrators will be requested, as well. Contact your local sales representative for more information.

\*\*\* Discount varies by partnership level

To get started, contact your local sales representative.



## ABOUT AIPHONE

Aiphone is the global leader in security communication, dedicated to creating a safer, more efficient, and better-connected world.

Trusted by thousands of organizations globally for over 75 years, we deliver tailored security communication solutions for residential, commercial, educational, emergency environments and more.

We offer the world's largest portfolio of security communication products, ranging from audio intercoms to cutting-edge IP video intercoms and access control. Reliability is the core of our corporate identity, earning us the trust and satisfaction of customers worldwide.



UNCOMPROMISED SECURITY

POWERED BY HUMAN CONNECTION

[aiphone.com](https://aiphone.com)

US