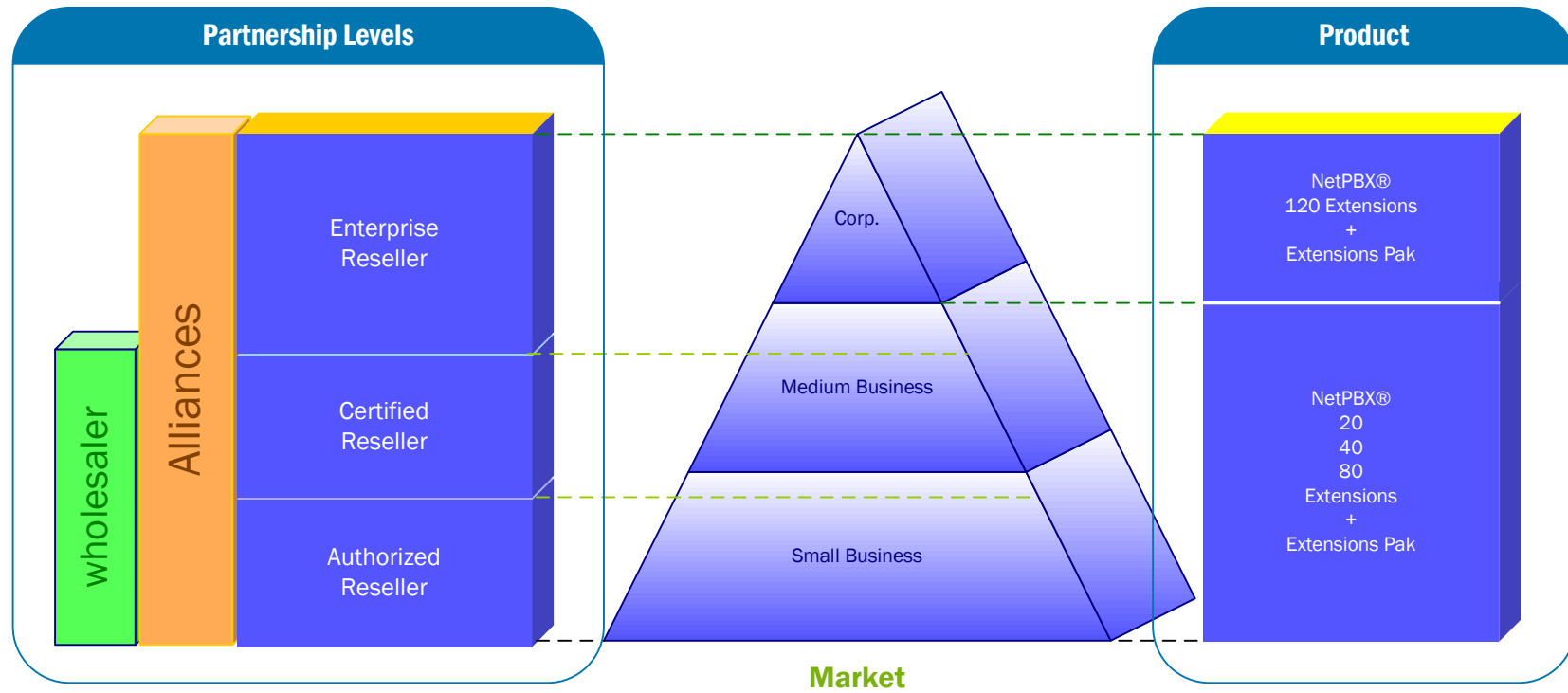


# Go to Market



# Partner's Profile

## Requirements

	Alliance	Wholesaler	Enterprise	Certified	Authorized
Time on business		5 years	4 years	2 years	2 years
Active customers		50 resellers	20	20	10
Defined areas		Sales, Technical Support and Marketing	Sales and Service	Sales and Service	Sales
Focused on		Channel Development	Integral Solutions Selling & "Turn Key" Projects	Integral Solutions Selling	Products and Solutions Selling
Hardware Integration		✓	✓	✓	Optional
Infrastructure		Demo equipment & Testing Lab	Demo Equipment	Demo Equipment	Optional
Human Resources		1 Product Manager 1 Sales Executive 1 Technical Engineer	1 Sales Executive 1 Technical Engineer	1 Sales Executive 1 Technical Engineer	1 Sales Executive and/or 1 Technical Engineer
Networks and Linux knowledge		✓	✓	✓	Optional
IP Telephony knowledge		✓	✓	✓	Optional
Licences Initial order/monthly licenses purchase		40/20	5/5 (120 Extensions or more)	4/4 (20, 40, 120 Extensions or more)	2/2 (20 or 40 Extensions)
Technical and Sales Training and Certification		Mandatory Two People	Mandatory Two People	Mandatory Two People	Optional On-line Training
Annual Business Plan And Agreement Signed		✓	✓	✓	Optional

## Partner's Profile

Benefits					
	Alliance	Wholesaler	Enterprise	Certified	Authorized
On-line technical support information		✓	✓	✓	✓
Priority technical support		✓	✓	✗	✗
Business hours technical support		✓	✓	✓	✓
Technical supporte wholesaler-provided		✗	✗	✓	✓
Lead/Deal assignment		✓	✓	✓	✗
Elegible for Rebate Programs		✓	✓	✓	✗
INTECH's Sales Representative directly assigned		✓	✓	✗	✗
Advanced Product information		✓	✓	✓	✗

# Partner's Profile

Benefits					
	Alliance	Wholesaler	Enterprise	Certified	Authorized
Opportunities Generation		✓	✓	✓	✗
Access to Sales Tools		✓	✓	✓	✗
Resellers Web Site access		✓	✓	✓	✗
Marketing Funds access		✓	✓	✓	✗
Access to the "Try&Buy" Program		✓	✓	✓	✓
Training and Certification		✓	✓	✓	✓
Logo usage		✓	✓	✓	✓
Product and Services discount		%	%	%	%