

united 2.0
PARTNER NETWORK



united [*ju:naltɪd*]

<>Formed or produced by the uniting of things and or persons; with ~ powers • bringing all forces together

UNITECH PARTNER NETWORK PROGRAM | UNITED 2.0

unitech



Partner Network Program

EXTENDING BUSINESS STRENGTHS

Unitech is aware of today's extreme competitive market and understands that a partner cooperation strategy is required to strengthen business for now and in the future. To support this development, Unitech has designed a new channel strategy by introducing a brand new partner network program; the United 2.0.

The United 2.0 Partner Network Program has been designed with all Unitech partners in mind, working together and being united in one program. A program where the shared goal is to increase growth, reliability and profitability by working closely together. At Unitech we consider our partners as contributors to our success and understand the value of our United members. United members can benefit from business development programs, excellent sales support, tailor made marketing support and additional program features based on our partner status level.

Unlike other partner programs, the United 2.0 partner network program is focused on all Unitech Partners!

The United Channel Partner Program reinforces Unitech's commitment to its partners across EMEA, aiming on growth and improving their bottom line. In addition this program underlines Unitech's channel centric 'go to market' strategy by recognising those Partners that generate demand in their market space.

United 2.0, as its name indicates, unites Unitech and the channel partner for common purposes, actions and shared resources. Unitech understands channel partners are "KEY" to the successful implementation of its products at end-users. Not only will they provide customer services once the implementation is done, they will also guide the end-users through their manufacturer selection process. United contributes to all these stages of engagement.



Why becoming a United 2.0 Partner?

- Stay up to date with Unitech Partner Network news.
- Benefit from United 2.0 discount.
- Benefit from the United 2.0 Seed unit (Demo Unit) support.
- Benefit from exceptional great promotions to support your business.
- Access to the Unitech Partner Portal.

....AND MANY MORE!



Partner Status Levels

PARTNER LEVEL IS LINKED TO PARTNER REVENUE

We're proud to build long lasting relationships with all of our partners by offering a clear tailored Partnership solutions based on a partner revenue. The principles are simple "Buy More & Get More"

At United 2.0, the partner status is defined by revenue contribution. Gain a higher partner level by increasing your annual revenue. The program distinguishes Mars-, Venus-, Neptune-, Jupiter- and Saturn- Partner Status Levels.

Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
MARS LEVEL	VENUS LEVEL	NEPTUNE LEVEL	SATURN LEVEL	JUPITER LEVEL
Mars partners requires minimal commitment. Simply complete the online registration and accept the United 2.0 agreement to benefit and start working with Unitech directly.	Venus partners require some commitment with Unitech by reaching a target revenue. Still they simply complete the online registration and accept the United 2.0 agreement to benefit and start working with Unitech directly. Compared to the Mars Partners, Venus Partners will gain more benefits.	Neptune partners have demonstrated a high level of commitment with Unitech by reaching a higher target revenue compared to the Venus level. They are committed to maintaining a prosperous business relationship with Unitech and benefit from great additional components.	Saturn partners have demonstrated higher level market success and commitment with Unitech by reaching a higher level of target revenue compared to the Neptune level. Saturn partners are committed to maintaining a prosperous business relationship with Unitech and benefit from advanced additional components.	Jupiter Partners have demonstrated superior skills, market success and commitment with Unitech by the highest target revenue level. They actively collaborate with Unitech to deliver significant client value. Jupiter Partners of United 2.0 get all the benefits of the program and additional highest value components.

HOW IT WORKS:

An United 2.0 partnership level can be moved upwards or downwards.

If a partner reaches to next contribution level within a pending year, they will get immediate promotion to higher benefit box and remains valid through next calendar year. Otherwise, the partner level for the coming year will be reviewed by the end of each running year and will reset if the current status is expired.

- When the contribution meets minimum 80% of the requested contribution, the partner level will be extended for another year.
- When the contribution meets less than 80%, the partner level will be downgraded to the next available one.

For more details about the revenue and status levels, please contact Unitech or visit <https://united.unitech.eu>.



Benefits and Components

COMPONENTS ARE SUBJECTED TO UNITED 2.0 STATUS



UNITED 2.0 BENEFITS:

As your status level increases, you will earn exclusive benefits with the United 2.0 United program. These benefits will include Marketing, Sales and Technical Support as core components.

View the benefits of the United 2.0 partner network program and join the network program.

COMPONENTS & BENEFITS	Mars	Venus	Neptune	Saturn	Jupiter
Discount privilege	✓	✓	✓	✓	✓
Project protection	✓	✓	✓	✓	✓
Price exception	✓	✓	✓	✓	✓
Seed unit support	✓	✓	✓	✓	✓
Demo unit support	✓	✓	✓	✓	✓
Newsletters signup	✓	✓	✓	✓	✓
Marketing materials (downloads)	✓	✓	✓	✓	✓
Early promotion programs	N/A	✓	✓	✓	✓
Product training	N/A	✓	✓	✓	✓
Online product training	N/A	✓	✓	✓	✓
Online support	N/A	✓	✓	✓	✓
Leads generation	N/A	✓	✓	✓	✓
Marketing support program	N/A	N/A	✓	✓	✓
Joined visit	N/A	N/A	✓	✓	✓
Rebate program	N/A	N/A	✓	✓	✓
Free sample units (selected)	N/A	N/A	N/A	✓	✓
MDF (Manufacturing Development Fund)	N/A	N/A	N/A	✓	✓
On site product training Qualification for Permitted	N/A	N/A	N/A	✓	✓
Service Partner Program	N/A	N/A	N/A	✓	✓
Coop funding	N/A	N/A	N/A	N/A	✓

For more details about the United 2.0 components, please visit <http://united.untech.eu>.



Become a member!

EASY ONLINE REQUEST

Joining United 2.0 has never been so easy. Simply sign up for it and benefit from your participation right away. United 2.0 is strengthening Unitech's focus on working only together with United 2.0 partners. We are looking forward to welcome you as a United-member and work closely together with on developing new markets, together, united.

Join the Unitech United 2.0 and register nice now. This already gives you your first great benefits!

At Unitech we aim to build long lasting relationships with our Partners - Become a member now!

EASY PARTNERSHIP REQUEST:



1. Visit the <https://united.unitech.eu> and go to the menu "Become a Partner" to request your United 2.0 membership and start a great partnership with Unitech Europe. The wizard will guide you step-by-step through the signup process.

MORE INFORMATION:

Please check United 2.0 page via <https://united.unitech.eu> for more details about the benefits and United 2.0 Terms & Conditions of UNIQUE TECHNOLOGY EUROPE B.V





UNITECH PARTNER NETWORK PROGRAM

All content on this brochure is written to explain United 2.0 in more detail, is intended to reflect and are subject to the TERMS & CONDITIONS United 2.0 of UNIQUE TECHNOLOGY EUROPE B.V. via <http://united.unitech.eu>.

Unitech Europe

Tilburg, The Netherlands

- Tel.: +31 (0)13 460 9292
- Email: Info@eu.ute.com
- Website: <http://eu.ute.com>

unitech