



## MSCS Partner Program

The aim of this program is to partner with dedicated value-added resellers to effectively combine the strength of MSCS's range of leading products with VARs who have strong relationships with customers that will benefit from these suites of products and solutions.

MSCS is committed to giving our partners the opportunity and confidence to significantly increase their bottom line while providing their customers with a unique product range to meet their specific needs.

To enable our VARs to be successful, we have the following benefits:-

- + **Dedicated Channel Sales Support** – providing sales and technical support. MSCS will work hand-in-hand with our partners to ensure that it will be a win-win-win situation for all. Joint account visits can be arranged to assist the partner in qualifying the deal for the client
  
- + **Registered Deal Agreements** – a process whereby MSCS will protect our partner's investment in finding new opportunities and providing further incentives to close deals. In return, partners are expected to follow-up on the deal and keep MSCS informed throughout the sales cycle. In the event that partner's offer competing solutions for the registered deal, the deal registration can be revoked. Registered deals will be entitled to an additional percentage discount from the reseller price. This discount will be dependent on the product.
  
- + **Additional Margin Opportunities** – partners have the option of increasing their margins on sales by providing additional services such as Professional Services & Maintenance to the end-user. Training will be provided by MSCS to ensure that Partners are familiar with the products.
  
- + **Tiered Rebates** – partners who achieves a set target will be entitled to rebates

	Business Partner	Premium Business Partner
Dedicated Channel Sales Support	X	X
Registered Deal Agreements	X	X
Additional Margin Opportunities	X	X
Sales Lead Generation		X
Tiered Rebates		X
Co-Marketing Activities		X

To qualify as a Premium Business Partner, partners will have to show consistent results in terms of creating market awareness, generating sales leads & activities. When partners meet the criteria, they will be notified and upgraded automatically.



To register as a Partner, kindly fill in the following details:-

Company : \_\_\_\_\_  
Address : \_\_\_\_\_  
Website : \_\_\_\_\_  
Primary Contact : \_\_\_\_\_  
Job Title : \_\_\_\_\_  
Email : \_\_\_\_\_  
Office : \_\_\_\_\_  
Fax : \_\_\_\_\_  
Mobile phone : \_\_\_\_\_

**Business Focuses**

What percentage of your business is Systems?

<input type="checkbox"/> Servers	<input type="checkbox"/> Professional Services
<input type="checkbox"/> Storage	<input type="checkbox"/> Networks
<input type="checkbox"/> Software	<input type="checkbox"/> Training
<input type="checkbox"/> Support	<input type="checkbox"/> Security
	<input type="checkbox"/> Other

What percentage of your business is focused on the following vertical markets?

<input type="checkbox"/> Media & Entertainment	<input type="checkbox"/> Financial
<input type="checkbox"/> Oil & Gas	<input type="checkbox"/> Retail
<input type="checkbox"/> Life Sciences, Research	<input type="checkbox"/> Manufacturing
<input type="checkbox"/> Government	<input type="checkbox"/> Telecommunications
<input type="checkbox"/> Medical	<input type="checkbox"/> Architecture & Design
<input type="checkbox"/> High Performance Computing	<input type="checkbox"/> Publishing
<input type="checkbox"/> Legal	<input type="checkbox"/> Other