

## Lync Software Channel Partner Benefits Overview



	Diamond	Registered	Technology	Consulting
<b>Support</b>				
Online Technical Information and FAQ's	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
24 x 5 Priority Technical Support	<input checked="" type="checkbox"/>			
Beta Release Testing Program	<input checked="" type="checkbox"/>			
<b>Sales</b>				
Pre-release product information	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Participation in lead referral program	<input checked="" type="checkbox"/>			
Large deal licensing options	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Spiffs, bonuses and incentives	<input checked="" type="checkbox"/>			
Competitive Information	<input checked="" type="checkbox"/>			
Not for Resale Demonstration Licenses (50 User Limit)		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Not for Resale Demonstration Licenses (Unlimited)	<input checked="" type="checkbox"/>			
Access to free pre sales support	<input checked="" type="checkbox"/>			
Online Brochures, case studies, white papers and Sales Tools	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Eligible for Partner Advisory Board	<input checked="" type="checkbox"/>			
<b>Training</b>				
Instructor-led training	<input checked="" type="checkbox"/>			
CBT Self-paced technical training	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
CBT Self-paced sales training	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
<b>Promotion</b>				
Website listing on Lync site	<input checked="" type="checkbox"/>			
Online access to marketing tools	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Partner Events	<input checked="" type="checkbox"/>			
Approved trade show support	<input checked="" type="checkbox"/>			
Newsletter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Welcome Kit	<input checked="" type="checkbox"/>			
Diamond Partner Logo Usage	<input checked="" type="checkbox"/>			
"Find a Partner" web based listing	<input checked="" type="checkbox"/>			
Registered Partner Logo Usage		<input checked="" type="checkbox"/>		
<b>Management</b>				
Dedicated Channel Partner Manager	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Partner Program Survey	<input checked="" type="checkbox"/>			