

actendo.com[®]



TeamViewer

AUTHORIZED
DISTRIBUTION
PARTNER

TeamViewer Partner Program

EMEA Introduction



TeamViewer

- **Remote Support Market leader**
- **Over 20 million devices connected at any time**
- **Being used by 200 million active users**
- **Via 1.1 billion TeamViewer IDs**

- **Sales in 200 countries and supported by 600 employees**
- **About €200 million revenue p/a**

TeamViewer for Better Customer Solutions

▪ Remote Access and Support

- PC/Server (Mac, Windows, Linux), Mobile (Android, iOS, Windows Phone, Blackberry)
- Fully featured, over any connection

▪ Meetings

- Instant or scheduled meeting
- Screen share and control, IM, Video, VoIP, File Transfer, Recording

▪ Training

- End user electronic classroom or one on one training

▪ Tracking, Monitoring, Anti-malware and Backup

- IT Asset tracking. Monitor to fix problems before they happen. Automated backup.



▪ IoT (Internet of Things)

- Medical scanners, televisions, smart glasses, automated fish farming equipment.

Integrated with



& more...

Why partner with Teamviewer?

- **World leading products** from a globally respected, well known and fast growing brand
- **Grow with us** – TeamViewer is growing rapidly and our focus is on partners. We're also developing new products aimed at the enterprise market
- **Business and partner support** from a constantly improving Partner Program
- **Technical and product support** from our helpful support team
- **A real partnership**
 - TV rates partner quality over quantity – we will not over-distribute
 - Ease of doing business...straight forward partner program, healthy discounts, SaaS easy to handle
 - More investment from you = more investment from TeamViewer
 - TV does not sell against a partner

Partnering Model – Resellers & System Integrators

Partner commitment

Partnering Level	Silver	Gold	Platinum
Competency Level per active country	Sales experience * 1/2 day sales training + certification	Sales experience and Presales experience * Each ½ day training + certification	Sales experience and Presales experience * Each ½ day training + certification
Sales generated p.a. (billings from TV to Partner)	Min. € 10k	€ 40k – 200k	+ 200k
Discount Levels	8%	12%	By invitation only

TeamViewer commitment

TeamViewer Support	Silver	Gold	Platinum
Sales assistance	<ul style="list-style-type: none"> Via Distribution Partner One NFR license at 30% 	<ul style="list-style-type: none"> Either via Distributor Partner or Direct Sales team support One NFR license at 50% 	<ul style="list-style-type: none"> Sales team support One NFR license BD team engagement Marketing support
Marketing Support	Use of TV logo Access to marketing support via distribution partner	<ul style="list-style-type: none"> PR and digital marketing Use of TV logo Access to marketing support 	<ul style="list-style-type: none"> PR and digital marketing Use of TV logo Access to marketing support and to joint marketing planning

* partners served via distribution