# actenco.com®



# TeamViewer Partner Program

**EMEA** Introduction



- 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

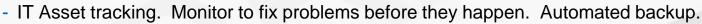
- PC/Server (Mac, Windows, Linux), Mobile (Android, iOS, Windows Phone, Blackberry)
- Fully featured, over any connection

#### Meetings

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

#### Training

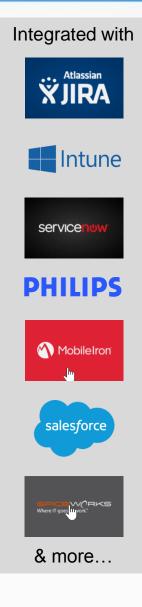
- End user electronic classroom or one on one training
- Tracking, Monitoring, Anti-malware and Backup



W Internet airbackup

#### IoT (Internet of Things)

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







### 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







#### Partner commitment

Partnering Level	Silver	Gold	Platinum
Competency Level per active country	Sales experience	Sales experience and Presales experience	Sales experience and Presales experience
	* 1/2 day sales training + certification	* Each ½ day training + certification	* 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> <li>Via Distribution Partner</li> <li>One NFR license at 30%</li> </ul>	<ul> <li>Either via Distributor Partner or Direct</li> <li>Sales team support</li> <li>One NFR license at 50%</li> </ul>	<ul> <li>Sales team support</li> <li>One NFR license</li> <li>BD team engagement</li> <li>Marketing support</li> </ul>
Marketing Support	Use of TV logo Access to marketing support via distribution partner	<ul> <li>PR and digital marketing</li> <li>Use of TV logo</li> <li>Access to marketing support</li> </ul>	<ul> <li>PR and digital marketing</li> <li>Use of TV logo</li> <li>Access to marketing support and to joint marketing planning</li> </ul>

\* partners served via distribution





