



The Zenitel Channel Partner Program is designed to ensure that end users get the best possible solution to their need for intelligent audio communication.

Zenitel develops products and solutions that solve those needs and provides you with the training, sales material, marketing material and tools you need to be successful.

As a partner, your role is to source Zenitel products from your local Zenitel distributor and deliver the right solution to your customer.



### Benefits for Zenitel Channel Partners

- Sales and marketing material
- Direct communication
- Discounted demo products (NFR)
- Tools
- Training
- Local experts
- Technical expertise
- Exclusive webinars, forums and events

### Requirement for Zenitel Channel Partners

Market, sell and support Zenitel products and solutions.

### Who can become a Zenitel Channel Partner?

The Zenitel Channel Partner Program is open to System Integrators, Installers and Resellers that offer security solutions to end customers. Please note that Zenitel will neither sell to nor provide pricing information to channel partners. Being a Zenitel channel partner will not provide any discount on products.

Go to [zenitel.com/partners/channel-partner](http://zenitel.com/partners/channel-partner) to apply!



**Together we ensure that people can hear, be heard and be understood.**



## Add audio to the security mix

### Intelligent Communication

Zenitel's intelligent audio technology is scalable, interoperable and secure and ranges from easy applications to more robust and complex systems. The same edge devices are used regardless of system size, allowing users to grow their audio systems as the needs change, without having to replace any of the devices in the field.

Intelligent devices adapt to the surroundings, ensuring that people can hear, be heard and be understood – every time and everywhere.



**AUDIO** adds interactivity - it allows people to hear, be heard and be understood.



**ACCESS** Control allows you to safeguard your premises.



**VIDEO** enables you to see and detect.

**Audio is the only component of the security system that adds the ability to interact at a distance, in real time.**

## Join the Zenitel Channel Partner Program today

to learn more about how You and Zenitel can grow together, at the same time offering world class audio to your customers. Go to [zenitel.com/partners/channel-partner](https://zenitel.com/partners/channel-partner) to apply!