



 HIRSCH

NEGOTIATED ACCOUNT
PARTNER



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INAP Program Guide

INTEGRATED NEGOTIATED ACCOUNT PARTNER



Welcome to the Hirsch Integrated Negotiated Account Partner (INAP) Program Guide.

INAP is a strategic partnership that provides global management of your account with a dedicated Hirsch contact, consistent pricing, and priority support. INAP Partners have access to our industry leading end-to-end product solutions and programs.

We invest in the partnership by developing business plans, conducting business reviews, launch plans and key metric scorecards. Become an INAP Partner today to join a winning team of global partners who are rapidly



Benefits

- Deepest Product Discounts
- Single Global Point of Contact
- Dedicated RSM and Inside Sales Support
- Local/Global Branch Support
- Priority Technical Support
- Pre-sales Engineering Support
- Consultant (ACES) Program Support
- Discounted Demo Equipment
- Sales Staff Training
- Marketing Concierge Services
- Co-Branded Marketing Materials
- Online Technical Training
- Online Portal Access
- Exclusive Webinar Access
- Authorized Dealer Certificate
- Sales Leads Provided
- Invitation-Only Partner Advisory Council
- Co-Sponsored Events and Meetings
- Joint End-User Demand Gen Campaigns
- Inclusion in Case Studies/White Papers
- Annual Account Review

Requirements

- Must Represent Complete Identiv Portfolio
- \$1 million Annual Sales Commitment
- Executive Level Sponsorship
- One (1) certified Technician Per Install
- Demo Equipment Purchase
- Identiv on Partner Website
- Semi-Annual Business Reviews
- Guarantee 24-Hour response to leads
- Beta Test New Solutions
- Signed INAP Dealer Agreement

Advancement to the next program membership level is determined by meeting the requirements of that level. Hirsch reserves the right to downgrade/upgrade a Partner's membership level, or terminate program membership, at any time if program requirements are not met.



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