

Kentix 360° PartnerProgram: be and stay successful together

Growth in new markets

Join the Kentix 360° PartnerProgram to gain new customers and projects and benefit from our professional tools from sales, marketing, training, support and professional services.

Kentix gives you access to an innovative and growing product portfolio in a future-oriented market for leading-edge IT security solutions. As a professional service provider, our partner program is open to all companies that sell and integrate IT monitoring, access systems and metering solutions.

The Kentix 360° PartnerProgram offers a wide range of benefits and professional advantages to support you in the various aspects of your daily work, ensuring that your resources are used to achieve the success you deserve - simply 360° efficiently.



Grow with Kentix and register now at partner.kentix.com as Kentix 360° Partner!

Benefits:

- Attractive 360° Partner Conditions
- Project protection and support
- Easy and straightforward access to all information and services
- Use of effective sales tools and marketing measures
- State-of-the-Art Technology - Simple handling and trend-setting "by Design"
- Constantly new products - entering new markets
- Highly efficient training
- Top Premium Support & Services

The program consists of three partner levels. Uncertain which level is right for your company? Ask your Key Account Manager! We will gladly help you to make the right choice.

360° Bronze Partner

The ideal stage for the simple yet competent marketing of Kentix products. Once the training is complete, you will have access to our extensive sales and marketing tools. Whether technical questions or the implementation of projects, our professional team is at your side.

360° Silver Partner

The silver stage is suitable for partners who want to offer and implement Kentix complete solutions on a regular basis. Kentix 360° Silver partners enjoy even more attention and high-quality tools to satisfy their customers with innovative and efficient products.

360° Gold Partner

For all those who want to reach especially high: As a Kentix 360° Gold Partner you are a Kentix expert and will convince existing and new customers with the available tools in no time at all. Together with Kentix you develop and implement marketing measures as well as projects regularly and highly proficient.

Kentix 360° PartnerProgram	Kentix 360° Bronze Partner	Kentix 360° Silver Partner	Kentix 360° Gold Partner
Kentix Partner Portal			
Shop for ordering products, trainings and services	•	•	•
project announcements	(•) ¹	•	•
Individualized marketing material, image database	•	•	•
Price lists, checklists, inspection reports, tender texts	•	•	•
Sales and Marketing			
lead forwarding	(•) ¹	•	•
Kentix Partner Certificate and Logo (digital/printed/framed)	•/-/-	•/•/-	•/•/•
List entry on Kentix website "Find Partner"	(•) ¹	•	•
Co-financed marketing campaigns			•
Use of the Kentix Show Truck for customer events etc.		on request	on request
Regular e-mail newsletters on new products and activities	•	•	•
Conditions			
Discount on list price	good	better	top
Access to the Kentix Loyalty Program			•
Demo Offer (NFR)	+10%/1x ann	+10%	+10%
Projects			
Project support for reported and confirmed projects	(•) ¹	•	•
Warranty extension for project registration in the Partner Portal		1 year	2 year
Kentix Project Support Certificate	(•) ¹	•	•
Support and Services			
Access Kentix 360° Professional Services	•	•	•
Technical Premium Support Hotline	•	•	•
"One to one" training, online demo's	•	•	•
Replacement in advance for defective products under warranty		on request	•
Partner requirements			
Professional service provider for SmartBuilding solutions	•	•	•
Minimum turnover per year	< 20.000 €	> 20.000 €	> 50.000 €
Certified employees	1	2	3
Minimum number of Starter Sets as Demo Equipment	1	2	3
On-site Installations and First-Level Support	•	•	•
Creation and maintenance of a long-term project pipeline (Partner Portal)	recommended	•	•
Conclusion of a distribution agreement with annual targets		•	•
Preparation of an annual business plan			•
Purchase only via Channel (Distribution, Kentix)	•	•	•
No sale via shops	•	•	•

(•)¹ : Applies to Kentix 360° Bronze Partners who have already participated in at least 2 training sessions (monitoring/access).