

# Codehost Partner Program Benefits

Lead Generation & Sales Assistance	
<b>Pre-qualified leads</b>	When available, you will receive qualified leads prioritized by your region, program authorization and certification level. Notifications of leads are e-mailed.
<b>Volume Discount</b>	Back-end rebates available for achieving volume requirements. Higher authorization levels receive greater discounts.
<b>Not For Resale units</b>	NFR units are available at a significant discount to Partners and their employees, allowing you to benefit from Codehost products at work and home.
<b>Evaluation Units</b>	Deep discount evaluation units for use during events, prospect trials and evaluations.
<b>Joint Promotions (2009)</b>	Participate in joint regional promotions including promotional e-mails, ads, events, etc. Easy-to-use portal allow you to view any accrued Co-op (with ticklers to ensure you don't allow it to go unused). Also includes direct phone line access and easy-to-use form to requested MDF participation for proposed joint activities.
Effective Communications	
<b>Quarterly newsletter and e-mails</b>	This is not spam, but valuable information requested by our partners. Includes special announcements, applicable alliance deals, updated Q&A and new sales tools.
<b>Partner program phone numbers</b>	You can talk to the Partner Program Manager if you need to know anything about the Partner Program, have any problems or suggestions. In fact, you're welcome to call right now at 310 846 5880
On-line Portal Resource	
<b>Market information</b>	Learn market trends to determine which verticals to target, what they prefer and more.
<b>Competitive Analysis</b>	Review the latest matrix that shows how Codehost products compare to the competition. Great resource if you're in a competitive bid and need to de-position the competition.
<b>Sales Tools</b>	<ul style="list-style-type: none"> <li>• PDF product slicks,</li> <li>• A savings calculator that shows the efficiency savings your customers may achieve through implementing SuCopia</li> <li>• Sample ad and e-mail templates,</li> <li>• White papers,</li> <li>• PowerPoint presentations,</li> <li>• Configuration guides, and</li> <li>• Case studies</li> </ul>
<b>Brand Usage</b>	Review branding guidelines, logo usage and leverage the Codehost brand to enhance your image.
Tech & Sales Support & Training	
<b>Training</b>	Get up to speed on the product, sales approach and installation within the self-paced FREE training. Many of these feature streaming video. As close as possible to on-site training.
<b>Pre-release Evaluations</b>	Don't be the last one to try out the new products. Order an eval to test and get up to speed with new products "before" they hit the street. Notification of availability and a request form is available within the on-line Partner portal.
<b>Reseller Tech Support</b>	Call a special Partner-only technical support line during business hours (9am to 6pm PST) for live support and leave a message with a guaranteed next day response afterhours