



The program is designed to provide and protect registered resellers profitability. The cornerstone of the program is a MAP policy that provides resellers a discount while setting a minimum advertised price to protect reseller front end margin. In addition to the MAP policy discounts resellers receive quarterly SPIFFs and Marketing Development Funds for qualified activities. Resellers will also gain access to information, training, product updates, sales support and all the tools needed to promote and sell the Visioneer® and Xerox® DocuMate® line of scanners, software, and service.

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[www.visioneer.com/company/global-partner-program](http://www.visioneer.com/company/global-partner-program)

For questions please contact:  
**insidesales@visioneer.com**  
or call **800-648-0410**

## Partner Benefits at a Glance:

### Sales Incentives

- Exclusive instant discount programs with **MAP (Minimum Advertised Price)** policy\* in the US
- Sales SPIFFs and Marketing Development (MDF) available on a quarterly basis
- Discounts on demonstration units
- Customer evaluation unit program
- Deal registration program meet comp pricing
- Reseller Growth Incentive Rebates (GIR)

### Sales Support

- Dedicated sales representatives
- Inside sales support
- Dedicated sales engineers
- Custom drivers and deployment packages
- Virtual demos and customer assessments
- Distribution business development

### Sales & Marketing Tools

- Comparative and competitive product guides
- Electronic product literature
- Training & product support
- Information on product and software updates
- 800-number technical support
- ASP Program (Authorized Service Provider)
- Help Desk Certification Program

\*Complete MAP policy guidelines are located at: [www.visioneer.com/sites/default/files/Visioneer\\_Min\\_Advertising\\_Policy.pdf](http://www.visioneer.com/sites/default/files/Visioneer_Min_Advertising_Policy.pdf)

We reserve the right, at our discretion, to change, modify, add, or remove portions of these program terms at any time.

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