



The Visioneer Global Partner Program is designed to provide and protect registered reseller's profitability. The cornerstone of the program is a Minimum Advertised Price (MAP) policy that provides resellers a discount while setting a price to protect reseller margins. In addition to the MAP policy discounts, resellers receive quarterly SPIFFs and Marketing Development Funds for qualified activities. Resellers also gain access to information, training, product updates, sales support and all the tools needed to promote and sell Visioneer® and Xerox® line of scanners, software, and services.

[To Register Click Here](#)

[Latest Resources for Current Partners](#)

www.visioneer.com/company/global-partner-program

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

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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PARTNER BENEFITS AT A GLANCE:

Sales Incentives

- Exclusive instant discount programs with MAP (Minimum Advertised Price) policy* in the US
- Premier partner discounts to take your sales to the next level (Requires additional letter of understanding)
- 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

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

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