

# Elo Elite Value-Added Reseller Partner Program



## Elo Elite VAR Partner Benefits

- Marketing & Sales Resources
- Product Information & Promotion
- Training & Support
- Targeted Communications

## Collaborate. Innovate. Succeed.

Strong partnerships are essential to achieve great success. The Elo Elite Partner Program was created with that belief in mind, and offers benefits specific to enterprising VARs who are driven to succeed. As a valued member of the Elo Elite Partner Program, you have Elo TouchSystems' commitment to provide the tools and resources needed to grow your business.

Find out more at [www.elotouch.com/Partners](http://www.elotouch.com/Partners)



Our commitment. Your advantage.

# Elo Elite Value-Added Reseller Partner Program

Elo TouchSystems supports Elo Elite Partners' sales efforts through a wide range of benefits, including ongoing sales collaborations, promotion, education and training and technical support. Find out more at [www.elotouch.com/Partners](http://www.elotouch.com/Partners)



At Elo TouchSystems we recognize the power of partnership is a key to success.

## Elo Elite VAR Partner Benefits

- Special Elo Elite VAR partner pricing and inclusion in product promotions through distribution
- Comprehensive marketing, sales and training support
  - Elo Elite logo for promotion
  - Dedicated Elo contacts for sales and marketing
  - Access to the wealth of tools on the partner site
- Customer and tradeshow demo opportunities
- Input to the development of Elo products and hardware requirements

## Elo Elite VAR Program Requirements

### The Elo Elite VAR:

- Provides a full solution to the end-user by offering consulting, system integration, on-site support, installation capabilities and software options
- Has a field sales team who evangelizes and sells Elo hardware into strategic vertical markets
- Provides customer-facing sales and technical resources for onsite support
- Offers pre/post sales technical support to assist end-user issues and holds existing repair certifications
- Coordinates demand generation activities and evangelizes Elo hardware
- Purchases Elo hardware through authorized Elo POS distributors
- Is a current manufacturer partner program memberships
- Conducts business on a professional and ethical level and acts as a true value-added extension of Elo

## BEST CHANNEL VENDOR



Elo TouchSystems  
Named One of the  
Best Channel Vendors  
by Business Solutions

The Elo Elite Partner Program is currently available in North America only.



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