



TJS Partner Program Benefits		Platinum	Gold	Authorized
Lead Generation & Sales Assistance				
Deal Registration	Register your major deals to obtain pre-sales volume discounts and special account exclusivity.	●	●	
Volume Discount	Back-end rebates available for achieving volume requirements. Higher authorization levels receive greater discounts.	●	●	
Not For Resale units	NFR units are available at a significant discount.	●	●	●
Joint Promotions	Support promotional e-mails and events.	●	●	
Marketing Support				
Partner Account Lead	A dedicated TJS Partner Program lead is available for our Partners to provide product and program information.	●	●	●
Market information	Share Market Information and Trends as available.	●	●	●
Competitive Analysis	Review the latest matrix that shows how TJS products compare to the competition.	●	●	●
Sales Tools	PDF product slicks, sample ad and e-mail templates, white papers, PowerPoint presentations, configuration guides, and case studies.	●	●	●
Brand Usage	Review branding guidelines, logo usage and leverage the TJS brand.	●	●	
Technical & Sales Support & Training				
Training	Get up to speed on the product, sales approach and installation using TJS webinars.	●	●	●
Pre-release Evals.	Order evaluation units to test and get up to speed with new products "before" they hit the market. Notification of availability will be sent prior to product release.	●	●	

TJS Partner Program Requirements		Platinum	Gold	Authorized
Partner Application	TJS Partner application must be completed.	●	●	●
Qualify as a VAR	Must qualify as a VAR with a) face-to-face selling, b) provide 1 st line post-sale support, c) have outbound sales reps. d) sell complimentary products and install/integration capabilities.	●	●	●
Plan of Action	Submit a quarterly plan of action with assistance from the TJS Partner Lead to allocate support accordingly.	●	●	
Quarterly Sales Targets	Highest level Partners are required to reach predetermined sales targets to obtain higher margins and additional benefits. Levels to be reviewed with TJS six months into Partner agreement.	●		
Credit Application	Required if you request a direct purchase relationship with TJS.	●		