

More Reasons

SHARP / NEC

TRAINING ACADEMY

With its Training Academy Sharp/NEC Display Solutions builds up product intelligence for Channel Partners in order to increase the general effectiveness and performance of their sales and technical support functions. Sharp/NEC Display Solutions provides professional training sessions for Large Format Displays (inc. Video Wall and Interactive), dvLED, Projectors and Software Solutions.

Our eLearning platform allows you to learn at your own pace and at a time that suits you. Boost your sales by gaining the knowledge you need to quickly match the right Sharp/NEC solutions to your customers' needs!

The Sharp/NEC Channel Partner Programme is open to resellers addressing end users only. Based on your accomplishments you will be classified in different partner levels.

SolutionsPLUS:
solutionsplus.sharpnecdisplays.eu

Sharp NEC Display Solutions Europe GmbH
Landshuter Allee 12 - 14
80637 Munich, Germany
Phone: +49 (0) 89 99 699-0
channelmarketing@sharp.eu
www.sharpnecdisplays.eu

SolutionsPLUS

Sharp/NEC Partner Programme

The Sharp/NEC Channel Partner Programme

**MORE SUPPORT
MORE COMPETENCE
MORE BENEFITS**

The Sharp/NEC Advantage

Dear valued Sharp/NEC Channel Partner

With its Channel Partner Programme, Sharp NEC Display Solutions offers a genuine partnership based on incentives, promotions, sales tools, training, communication and further benefits that will help you to grow your business.

The Channel Partner Programme SolutionsPLUS was created as a comprehensive commitment to supporting the success and growth of our Channel Partners' business.

Sharp NEC Display Solutions is committed to the channel and provides one of the broadest visual solutions portfolios in the industry, innovating in LCD displays, lamp and laser projectors, dvLED, 8K and 5G technology, collaboration solutions, calibration tools, IoT and AI driven analytics.

Sharp NEC Display Solutions has a reputation for quality, reliability, and industry-leading customer support with a range of professional service offerings.

With special advantages exclusive to Sharp/NEC Channel Partners, SolutionsPLUS is the ideal programme to help you stay ahead of the competition.

Your
Channel Marketing Team
Sharp NEC Display Solutions Europe

Benefits

At Sharp NEC Display Solutions we strive to achieve one key objective: offering a premium visual experience and service to meet and exceed the requirements of our customers. The Sharp/NEC Channel Partner Programme allows our partners to benefit from a similar service by receiving:

Partner Levels

SHARP / NEC
BUSINESS PARTNER

SHARP / NEC
ENTERPRISE PARTNER

SHARP / NEC
PREMIER PARTNER

		SHARP / NEC BUSINESS PARTNER	SHARP / NEC ENTERPRISE PARTNER	SHARP / NEC PREMIER PARTNER
Sales	Access to Partner Portal with individual view	•	•	•
	Sharp/NEC Key Account Manager	•	•	•
	Eligible for bonus agreement		•	•
	Access to MDF agreement*			•
	Support for tendering	•	•	•
Marketing	Listing as Channel Partner dealer (if applicable**)		•	•
	Partner certificate and logo	•	•	•
	Monthly newsletter communication	•	•	•
	Information about product launches	•	•	•
	Access to product roadmap			•
	Access to product drawings	•	•	•
	Access to sales promotions and campaigns	•	•	•
	Access to demo unit promotions	•	•	•
	Access to free loan equipment	•	•	•
	Invitation to Sharp/NEC partner events	•	•	•
Training	Access to Sharp/NEC whitepapers, case studies, blogs and webinars	•	•	•
	Participation in free of charge classroom and online training	•	•	•
	Participation in free of charge eLearning training	•	•	•

* Depending on opportunity, ROI and more ** Depending on sales region