

Selling Faster Together 2023

Partner Starter Kit

Dear Partner,

Thank you for choosing Ivanti Wavelink as your Supply Chain enterprise mobility software partner. We are pleased to welcome you. We have created this quick sales guide for our authorized partners to help you easily sell Ivanti's products. This guide contains information to assist you in making the most out of our partnership together and contains:

- Contact Information
- Sales Enablement Tools
- Sales Resources
- Marketing Guide

It is our pleasure to help you further the success of your business, and we look forward to working with you! If you have any questions, please do not hesitate to contact one of us and we will more than happy to help you!

Please visit <<< <https://partners.ivanti.com/> >>> to get more information.

Kind Regards,
Ivanti Channel Partner Team



Selling Faster Together

“We are proud that our partners are trusted advisors servicing a wide array of clients in a diverse spectrum of industries. For more than 30 years, our Partners and professionals have been developing enduring relationships with our valued clients and are proud to be their trusted advisors. We are dedicated to helping them deliver incredibly powerful, automated and secure mobility solutions to their customers, driving greater employee productivity with better business outcomes.

Our partners are believers in our products and for us at Ivanti Wavelink we will continue to do all we can to make it easier and more beneficial for our partners to work with us.”

Brandon Black

Sr. Vice President and General Manager
Ivanti Wavelink



FINDING YOUR WAY AROUND ADVANTAGE LEARNING

How to set up an Account on partners.ivanti.com

The documents linked to within your channel starter kit reside on the partners.ivanti.com/, your partner portal. Registration is required for access. Visit partners.ivanti.com and click the 'Register' link in the upper right-hand corner to create your account.

TIP: Please register using your work email address.

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Welcome to the Ivanti Wavelink Partner Program

The Ivanti Wavelink partner program has been designed to increase your revenue potential in the enterprise mobility markets. This program offers a wide range of benefits including training resources, certifications, and dedicated sales, marketing, and support resources.

Our program is designed to nurture profitable partner relationships based on these guiding principles:

- Enable Ivanti Wavelink partners to resell our products and solutions
- Build efficient processes to make it easier to do business with Ivanti Wavelink
- Provide tools to foster growth of your brand and business
- Create momentum through creative, demand-generating campaigns
- Deliver world-class sales, marketing, technical, operations and training support




Ivanti Wavelink Partner Code of Conduct

As a global company operating worldwide, Ivanti Wavelink strives to operate in an exemplary manner and upholds the laws and regulations of the countries in which it is doing business. Our partnerships are essential in promoting our software solutions and to fulfill our customers' needs and expectations. Since this partner community constitutes an essential aspect of our business organization, we expect partners to adhere to the same ethical principles and values to which we are committed and which we incorporate in our activities and internal policies. The Ivanti Wavelink Partner Code of Conduct formalizes these key principles under which Ivanti Wavelink operates and also requires its partners to operate. The Ivanti Wavelink Partner Code of Conduct is available partners.ivanti.com and forms an integral part of any partner agreement between Ivanti Wavelink and you as a valued partner.

Did You Know?
Ivanti Wavelink is validated for over 200 devices worldwide.



[Check out a list of devices validated with our software](#)

Partner Program Benefits	15%	25%	38%
	Silver	Gold	Platinum
Minimum Requirements			
Minimal product bookings Net to Ivanti Wavelink	\$25K	\$75K	\$160K
Sales Certifications ¹	1	3	5
Technical Certifications ²	1	2	3
Business plan	No	Required	Required
Forecast	No	Quarterly	Quarterly
			
Ivanti.com Partner Locator	Yes	Yes	Yes
Access to Partner Portal	Yes	Yes	Yes

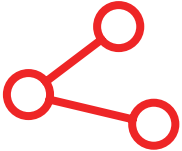
1. Sales training is self-paced and accessed online via the sellingivanti.com. Sales certification requires the successful completion of an online test annually.

2. Technical enablement requirements refer to number of certifications held.

Ivanti Wavelink Sales Enablement & Technical Certification

Enablement and certification are essential components of the Ivanti Wavelink channel partner program. Training and certification are required to meet specific program levels:

Online – Sales Enablement



Online courses that provide quick start training for sales engineers on the deployment, set-up, and use of Ivanti Wavelink tools and products.

Online – Technical Certification



Online courses that ensure your technical resources receive comprehensive technical training and certification on the configuration, deployment, set-up, and use of Ivanti Wavelink products – from planning your environment to personalizing it.

Sales Enablement and Technical Certification

[Sign up today](#)

Ivanti Sales and Technical Certification

Certification Overviews:



Velocity Certified

You achieve this certification by passing the Velocity Exam. This certification is version based and needs to be renewed every two years.



Speakeasy Certified

You achieve this certification by passing the Speakeasy Exam. Velocity certification is a prerequisite. This certification is version based and needs to be renewed every two years.



Management Certified

You achieve this certification by passing the MDM course work. This certification is version based and needs to be renewed every three years.

Certification Exam Process:

- Once you've completed the recommended technical training courses, you will receive a voucher to take an exam to get certified.
- Ivanti Wavelink certification exams are available on-line and taken at your convenience. Schedule your exam at: partners.ivanti.com



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WINDOWS 10 MIGRATION.

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Ivanti Wavelink Sales Enablement Tools

As an extension of our sales team, we understand the importance of arming you with the right information you need to position Ivanti Wavelink strongly among your customers.

Here are the sales enablement tools and resources to get started.

Find these on <https://partners.ivanti.com>



vPlaybook

An online resource providing sales plays, pain points, market trends and more. If you don't have an account, request one via your Ivanti Wavelink channel sales manager.



Co-Branding Assets

The official demo site for templates.



Price List



SKU Selection

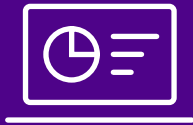
Ivanti Wavelink Sales Resources and Demand Generation Tools

As an extension of our sales team, we understand the importance of arming you with the right information you can share with your customers. Here are Ivanti Wavelink resource kits that you can utilize.

Ivanti Wavelink relies on the dedication and support of its partner community for success. We recognize the value of local marketing together with you, our partners, and the positive impact it has on awareness, lead generation and the sales pipeline.

Find these on <https://partners.ivanti.com>

**Campaign
Starter Kits**



**Customer
Success**



**Training
Videos & Webinars**



**Velocity
Rapid Toolset**



**Ivanti Brand
Identity**



**Product
Demos**



**Device Software
Downloads**



**Marketing
Resources**





Meet Our Channel Experts



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Get in Touch Today

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