



Partner Program

Managed Services Affiliate and Alliance Partners

866.786.7390

	AFFILIATE	ALLIANCE	STRATEGIC
Pricing			
Referral Commission	•		
Recurring Revenue		•	•
% Discount on List Price*		•	•
Increased Margin Based on Performance	•		•
Spiffs & Promos	•	•	•
Lead Registration	•	•	•
Training			
Free Partner Technical Training	•	•	•
Free Partner Sales Training	•	•	•
Free Partner Level 1 Support Training		•	•
On-Site Training		•	•
Bonus Suite Certification	•	•	•
Free BluePoint Services for Partners*	•		•
Support			
Dedicated Account Manager			•
Inside Sales Support	•	•	•
Technical Support	•	•	•
Product Demonstrations	•	•	•
Marketing			
Fast-Start Kit	•	•	•
Lead Sharing		•	•
Partner Portal	•	•	•
Co-Branded Datasheets		•	•
Joint Case Studies	•	•	•
Scheduled Webinars	•	•	•
Quarterly Business Review		•	•
MDF (Market Development Funds)*			•
Partner Commitment			
Annual Revenue Commitment		•	•
List BluePoint as Partner on Website	•	•	•
Joint Press Release Announcing Partnership		•	•
Case Studies & Marketing Collateral		•	•

* Based on contractual commitment

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BluePoint's Bonus™ Managed Services holds the promise of freeing businesses from the routine of monitoring and managing their organizations' IT and information infrastructure while reducing costs by as much as 50%. Our Revolution™ approach provides everything you need at a much lower cost – now that is truly, a Bonus™!