



interflex



Join the Interflex Partner Program!

Interflex Partner Program has been designed to provide our Channel Partners (VARs) with the knowledge, tools, and support necessary to be successful in both selling and supporting Interflex Workforce Management Solutions (Time & Attendance, Security and Workforce Productivity). It is the intention of Interflex, as part of Ingersoll Rand's Security Technologies sector, to share best practices to establish growth, productivity and long term relationships with its Partners.

Benefits of the Partner Program include:

- Sales support from an assigned Partner Manager
- Active lead generation
- Partner and Partner Manager visit customers and carry out product presentations together
- Support in achieving incremental sales targets via a mutually agreed business plan
- Pre-sales technical support from Interflex
- Guaranteed sales margin on Software licenses, Hardware and Maintenance
- Special price agreements, where necessary
- Special discount for not-for-resale (NFR) Devices and Services
- Tiered discount on licenses based on a minimum annual revenue commitment
- Access to the secure Interflex Partner Portal and its many publications - including white papers, performance comparisons, presentations, images, case studies, training programs and other useful tools to support the promotion and sales of Interflex solutions
- Sales and technical training courses are made available to Partners at the Interflex Training Center on a regular basis to enhance the skills of their Sales Teams and Technical Engineers.
- Escalated support from the Interflex Support Department
- Direct technical support from Interflex during After-Sales Services
- Regular and ad hoc information on product updates, product launches, marketing material, sales promotions, product reviews, Interflex news, etc.
- Assistance from Interflex in creating value-added services for Interflex products