

DATA CENTER

SERVICES AND SOLUTIONS


EFFICIENCY | AVAILABILITY | SCALABILITY | SECURITY



THE **GLOBAL SPECIALIST**
IN ELECTRICAL AND DIGITAL BUILDING INFRASTRUCTURES

 **legrand**[®]

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Criteria		
PRODUCTS		
Legrand as first or second solution of choice	✓	
Legrand is the first solution of choice		✓
Access to Legrand's standard product range	✓	✓
Access to Legrand's more specialized product range	✓	✓
25 Year warranty on LCS ³ cabling	✓	✓
5 Years extended warranty on solutions	✓	✓
Access to 1st Level Tech Support	✓	✓
Access to 2nd Level Tech Support		✓
CONDITIONS		
Extra price conditions: level 1	✓	
Extra price conditions: level 2		✓
Frame agreement including Contact persons	✓	
Frame agreement including Contact persons, business plan and EYB plan key project list, target list end user accounts		✓
Assigned channel manager		✓
Quarterly business review	✓	
Monthly business review		✓
Technical/Sales training for min. 3 employees	✓	
Technical/Sales training for min. 5 employees		✓
IT knowledge: being able to configure PDU/SNMP/thresholds/...		✓
Access to multi-solution incentives	✓	✓
Installation & integration services	✓	✓
BUSINESS DEVELOPMENT		
Lead sharing: level 1	✓	
Lead sharing: level 2		✓
Possibility to team up with the LDCS sales teams		✓
Deal Registration	✓	✓
MARKETING		
Access to co-branding		✓
MDF with focus on new brand within the partner		✓
Company name on website	✓	✓
Invitation to Vendor Partner Conferences	✓	✓
Free case studies on your LDCS projects	✓	✓
TOOLS		
Access to Sofon configurator	✓	✓
Access to LCS ³ cabling configurator	✓	✓
Access to demo equipment	✓	✓
Access to professional services	✓	✓
Access to tender texts	✓	✓
Access to sales powerpoints	✓	✓
Access to technical powerpoints	✓	✓

