

Step Partner Benefits

The STEP Partner Program offers many benefits to help Partners create new business opportunities and give them a sales advantage over their competitors.



Channel Partner Benefits

BENEFIT	AUTHORIZED	SILVER	GOLD	DIAMOND
SALES				
5 Year Warranty	-	✓	✓	✓
Partner Pricing	-	✓	✓✓	✓✓✓
Project Support	-	✓✓✓	✓✓✓	✓✓✓
Demo Equipment & Kit	-	✓	✓✓	✓✓✓
Dedicated Account Manager	-	✓	✓✓	✓✓✓
Partner Certification & Plaques	-	✓	✓	✓
MARKETING				
Event Support	-	Limited	✓	✓✓
Access to Marketing Material	✓	✓	✓✓	✓✓✓
Case Studies	-	✓	✓	✓
Monthly / Quarterly Newsletters	-	✓	✓	✓
TECHNICAL				
Priority Support	-	✓	✓✓	✓✓✓
Advanced Replacement	1 Year	2 Years	2 Years	3 Years
Design Support	-	✓	✓✓	✓✓✓
ACADEMY				
Off-line Training	-	Limited	✓	✓✓
Online Training & Webinars	-	Limited	✓	✓✓
Exclusive Training Material	-	✓	✓	✓✓

Application Partner Benefits

BENEFIT	ENTITLEMENT
SALES	
Demo Equipment	✓
MARKETING	
Event Support	✓
Access to Marketing Documents and Case Studies	✓
Newsletters	✓
TECHNICAL	
Integration Support and Advanced Availability of new products	✓
QA Test Support	Limited
Access to APIs, SDKs and Technical Documents	✓
Dedicated Technical Support	✓
ACADEMY	
Off-line Training	-

Technology Partner Benefits

BENEFIT	ENTITLEMENT
SALES	
Mutual Product Swap	✓
MARKETING	
Co-Marketing	✓
TECHNICAL	
Technical Support	✓
ACADEMY	
Integration Support	✓

A&E Partner Benefits

BENEFIT	ENTITLEMENT
SALES	
Dedicated Account Manager	✓
TECHNICAL	
Demonstration Support	✓
ACADEMY	
Off-line Training	✓
SYSTEM DESIGN SUPPORT	
Access to the Wisenet Toolbox	✓
Access to APIs, SDKs and Technical Documents	✓



STEP

Hanwha Vision Partner Program

WORKING TOGETHER FOR A SMARTER FUTURE...



Hanwha Vision Partner Program

Our STEP Program sets an industry standard, offering our strategic Partners the opportunity to unlock key benefits that will assist them in gaining increased market share. Our Partner Program provides resources and tools to help you grow alongside Hanwha Vision and mutually strengthen our position in the security industry.

As well as supporting the success of our Partners through the provision of high-quality products, using our advanced and innovative technologies, STEP will enable our partners to provide a truly differentiated choice of solutions.



Channel, Application & Technology Partner Eligibility

Channel, Application and Technology Partners are required to achieve certain qualifying criteria in order to access the true benefits of our Partner Program. Our STEP Team and your Account Manager will work together with you to meet these conditions and begin our Partnership.

Channel Partner

- Agree an annual Sales Target
- Sign our STEP Partner Agreement
- Support the provision of Sell-out Data for Target and Incentive Calculation Purposes
- Attend STEP Partner Training

Application & Technology Partner

- Sign up on the STEP Partner Portal
- Work together on development and/or integration
- Agree a Collaboration Contract

Understand the benefits of joining the exclusive STEP Program

Extend Your Business Opportunities and Increase Profits



1

Project Support

Special Project Pricing and inhouse Pre-Sales support to help you win opportunities



2

Technical Support

Access to a multitude of technical design tools and inhouse technical support



3

Marketing Support

A range of marketing collateral, promotional materials, case studies and event support available



4

Academy

In-house STEP Training developed exclusively for Partners on our products, technology and key features



5

Demo Equipment

Provision of sample products for Partner exhibition and testing.

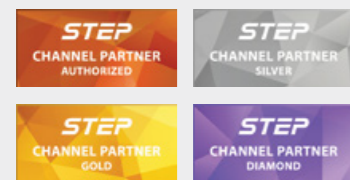
* Details of the different Partner benefits available by Type and Level can be found overleaf. Benefits can differ by Region. Please check with your Account Manager to confirm what benefits are available to you.

Partner Types

There are 4 different Partner Types

Channel Partner

System Integrators, Resellers and Installers using our products, solutions and services



A&E

Consultants, Engineers and System Architects



Technology Partner

Hardware Vendors and Sharers with new technology, looking to develop or build system components and solutions, in collaboration with Hanwha Vision.

Application Partner

Application Developers and ISV that want to integrate Hanwha products and solutions to their software

How to join the STEP Partner Program



Visit our STEP Portal online at www.step.hanwhavision.com to register as a member or contact your account Manager directly



Agree with STEP Partner Terms & Conditions



If you require further information please contact a STEP Team member at step.eu@hanwha.com or an Account Manager for more details