



# **Partner Program:** 22Miles Trusted Partner Network



## Partner with 22Miles: The Trusted Leader in Visual Communication Solutions

The 22Miles' Trusted Partner Network is built on the strength of collaboration, enabling partners to choose a level that best aligns with their desired level of engagement and business strategy. This flexible approach allows both small and large system integrators to access the support and resources they want.



# Why Partner with 22Miles?

The 22Miles Trusted Partner Network empowers System Integrators with industry-leading technology, expert support, and profitable growth opportunities. Partner with us to deliver innovative digital signage, wayfinding, and workplace management solutions—all from a unified platform.

## 1. Innovation Leader

- **Proven Expertise:** Partner with a leader in digital signage, wayfinding, workplace management, and immersive experiences—all from a single, unified platform.
- **Customer-First Design:** Deliver best-in-class solutions that prioritize user experience, driving higher satisfaction and long-term customer success.

## 2. True Partnership

- **Collaborative Support:** Gain a trusted partner that works alongside you, providing hands-on guidance, resources, and dedicated expertise to expand your project capabilities.
- **Empowered for Success:** Access exclusive training, strategy sessions, sales tools, and expert insights to confidently sell, implement, and support 22Miles solutions.

## 3. Profitability & Growth

- **Boost Your Revenue:** Increase margins, gain access to qualified leads, and differentiate your offerings with industry-leading technology.
- **Deal Registration Advantage:** Register your deal to secure additional discounts and dedicated support to help you close more deals.



# The 22Miles' Trusted Partner Network is structured into two levels.

The 22Miles **Trusted Partner Network** is designed to provide System Integrators with the tools, resources, and support needed to drive success. Whether you're looking for a flexible way to expand your offerings or a strategic partnership with deeper benefits, our two-tiered structure ensures the right fit for your business. From essential sales enablement to exclusive training, marketing collaboration, and advanced support, 22Miles is committed to helping our partners grow and thrive.

## Authorized Partners

**Authorized Partners** gain access to essential sales and marketing resources, including the partner sales playbook, co-branded marketing assets, and deal registration discounts. They also receive a CMS demo license and a player license to help showcase 22Miles solutions. This tier offers a flexible way to generate revenue and expand solution offerings.

## Preferred Partners

**Preferred Partners** receive all the benefits of the Authorized tier, plus exclusive perks designed to accelerate their success. These include extended product training, annual business reviews, elite technical support, and a dedicated 22Miles specialist. Preferred Partners also benefit from deeper sales enablement tools, multiple CMS and player licenses, joint marketing initiatives, industry insight packages, and increased lead-sharing opportunities. With enhanced financial incentives and strategic support, this tier is ideal for system integrators looking to position themselves as industry leaders and maximize their partnership with 22Miles.

# 22Miles' Trusted Partner Network Details

Category	Benefit	Authorized Partner	Preferred Partner
Education and Insight	Extended Product Training		X
	Access to Library Training Video	X	X
	Partner Sales Training	X	X
Access and Support	Annual Business Review (ABR)		X
	Solutions Engineers	X	X
	Elite Tech Support		X
	Dedicated 22Miles Specialist		X
Marketing Benefits	Customer Case Study		X
	Partner Badge	X	X
	Co-Branded Marketing Assets	X	X
	Joint Marketing Initiatives		X
Sales Support Benefits	Partner Sales Playbook	X	X
	Sales Enablement Tools		X
	CMS Demo License	1	up to 10
	Player License	1	up to 5
	Industry Insights Package		X
Financial Benefits	Lead Sharing	X	X
	Deal Registration Discount (1)	X	X
	Partner Discount Percentage (2)	X	X

## Disclaimer:

1- Registering a deal with 22Miles does not grant exclusivity, as we work within a broad partner ecosystem. However, by registering the deal and actively involving 22Miles in the sales process, you qualify for an exclusive partner discount.

2- Authorized and Preferred Partners may offer the same items but with different discount levels and additional benefits. Terms and conditions are available upon request.



# 22Miles Trusted Partner Network:

## Unlock Your Path to Profitability

The 22Miles Trusted Partner Network is designed to fuel your business's success, providing exclusive access to powerful resources, training, and marketing tools. By joining, you'll gain everything you need to maximize profitability, drive growth, and deliver exceptional value to your clients. Explore the key benefits below and see how the 22Miles Partner Network take your business to the next level

### Education & Insight

- **Extended Product Training**

Gain in-depth knowledge beyond the basics with comprehensive product training, ensuring your team is equipped to fully understand and sell 22Miles solutions.

- **Access to Library Training Videos**

Get access to the 22Miles Wiki How, offering a rich library of training videos to help your team stay informed and effectively engage with the products.

- **Partner Sales Training**

Tailored sales training for your team to understand how 22Miles solutions fit into your projects and how to future-proof customer deployments for success.

### Access and Support

- **Annual Business Review (ABR)**

Participate in regular business reviews with the 22Miles team to discuss product updates, refine sales strategies, and continuously improve performance.

- **Solutions Engineers**

Benefit from expert technical guidance and tailored solutions from a dedicated sales engineer, ensuring seamless integration from start to finish.

- **Elite Tech Support**

Experience fast, reliable issue resolution with 22Miles' dedicated technical support, keeping your customers satisfied and confident in the solution's performance.

- **Dedicated 22Miles Specialist**

Your team will have a designated account and program manager, ensuring consistent product knowledge and seamless customer experience.

## **Marketing Benefits**

- **Customer Case Study**

Collaborate with 22Miles to create a customer case study, showcasing successful deployments that benefit both your company and 22Miles.

- **Partner Badge**

Display the official partner badge to boost credibility, differentiate yourself from competitors, and showcase your expertise with 22Miles solutions

- **Co-Branded Marketing Assets**

Access 22Miles' marketing resources, including co-branded assets, messaging, content ideas, and tools to promote our solutions effectively.

- **Joint Marketing Initiatives**

Engage in co-marketing campaigns, including blogs, webinars, case studies, and events, to build brand recognition and generate leads together.

## **Sales Support Benefits**

- **Partner Sales Playbook**

Receive a comprehensive Partner Sales Playbook, packed with the tools and resources needed to effectively market and sell 22Miles solutions.

- **Sales Enablement Tools**

Equip your team with the insights and resources necessary to grow your digital signage and wayfinding offerings, from initial customer engagement to ongoing success.

- **CMS Demo License**

Showcase 22Miles in action with a CMS demo license, helping to drive engagement and close sales by offering a hands-on experience.



- **Player License**

Deploy and manage 22Miles solutions for demonstrations, enabling prospects to experience the value of the product firsthand.

- **Industry Insight Package**

Leverage 22Miles Insight Packages to gain in-depth knowledge of specific verticals, positioning your company as an industry leader.

## **Financial Benefit**

- **Lead Sharing**

Take advantage of lead-sharing opportunities to connect with potential clients, expanding your business network and driving growth; vertically or regionally.

- **Deal Registration Discount**

Earn incentives by registering deals through the partner program, with a 5% discount as a reward for securing new business.

- **Partner Discount Percentage**

Enjoy exclusive partner discounts on 22Miles products and services, helping you stay competitive and increase your margins.

# **Accelerate Your Success** with 22Miles

**The 22Miles Trusted Partner Network** is more than just a partnership—it's a strategic pathway to growth, innovation, and long-term success. With industry-leading technology, robust support, and tailored marketing and sales enablement, we equip our partners with everything they need to differentiate themselves and thrive in an evolving market.

By participating in this program and meeting the Preferred Partner expectations, you'll gain exclusive access to training, lead-sharing, deal registration benefits, and collaborative marketing opportunities that drive revenue and enhance your brand.

**Ready to take your business to the next level?** Contact our team today to explore how the 22Miles Accelerator Partner Program can help you achieve your goal

*\*Disclaimer: This document is for marketing purposes only and provides a high-level overview. A more detailed document outlining the specifics of the partner program is available upon request. Please refer to the comprehensive version for full program details.*