



To meet the needs of resellers who focus on selling document imaging solutions, Visioneer®, a Xerox licensing partner, is proud to offer both its Visioneer and Xerox-branded products under a single reseller partner program.

The program is designed for resellers to gain full access to information, training, product updates, sales support and all the tools needed to promote and sell the Visioneer and Xerox® DocuMate® line of scanners, software, and service.



Partner Benefits at a Glance:

Sales Incentives

- Volume discount pricing (Percentage dependent on model)
- Discounts on demonstration units
- Programs, contests and promotions
- Customer evaluation unit program
- Deal registration program
- Meet comp pricing

Sales Support

- Dedicated sales representatives
- Inside sales support
- Distribution business development
- Dedicated sales engineers

Sales & Marketing Tools

- Comparative and competitive product guides
- Electronic product literature
- Preview program on new products
- Advisory board
- Training & product support
- Info on new and updated products and software
- 800-number technical support
- ASP Program (Authorized Service Provider)
- Help Desk Certification Program

Tiered Volume Incentive Rebates (VIR) based on quarterly sales:

\$5,000 to \$14,999	1%
\$15,000 to \$24,999	2%
\$25,000+	3%

To apply please visit:

www.visioneer.com/partnerprogram and complete the application form, or email insidesales@visioneer.com for more information.

For more information visit www.visioneer.com or www.xeroxscanners.com

We reserve the right, at our discretion, to change, modify, add, or remove portions of these program terms at any time.

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