



InterVision **AGENT PROGRAM**

Partnering for profit and productivity

Dear Future Agents,

As InterVision continues to grow, we invite you to grow with us. We bring exciting, new opportunities to InterVision agents. As business needs surge forward, the demand to keep up continues to increase. Virtualization, cloud services, exponential data growth continue to trend and IT organizations feel increased pressures to respond with reputable, resourceful, responsive solutions that deliver and maintain effective data protection, scalability and availability.

The demand provides opportunities for agents whom can identify and solve the business challenges with IT solutions. InterVision is positioned perfectly to be the trusted IT advisor, integrator and implementer.

The newly launched InterVision Agent Program provides you access to our Hosted Café cloud-based solution suite, improved financial rewards and resources to ensure your success.



We invite you to review the InterVision Agent Program and select a level that is right for you. We look forward to working with you.

Mandy Cozby, Director of Channel Sales





WHY PARTNER with InterVision?

- **Diversify your portfolio** with cloud and managed services from a reputable, solutions-focused technology company
- **Increase value** to existing clients
- **Partner with world-class leader** in cloud and managed services
- Hosted Café includes a **full suite of Cisco-powered solutions:** HCS, IaaS, DaaS, DRaaS, BaaS, plus help desk and device and network monitoring services
- **Partner with InterVision to win** – start to finish, InterVision leads the hassle-free fully supported sale, from engagement to deployment and all phases in between making it a cake walk for you.



AGENT PARTNER PROGRAMS

AGENT 	Generate the lead, make the connection, co-launch the sale and earn a percentage of the monthly Hosted Café and Managed Services recurring revenue. Earn an additional percentage of the gross margin sale for hardware, software and professional services.
LEAD REFERRAL 	Generate the lead, connect the InterVision team with the client and step away. When the lead converts to a sale, earn up to \$5K of the initial Hosted Café monthly revenue. Earn an additional percentage for leads that convert to hardware, software and professional services sales.

KEY PROGRAM BENEFITS

- Simple, responsive enablement designed to over achieve customer satisfaction.
- Attractive program models to reward your involvement
- Outstanding technology performance with solutions proven to lower IT expenses.
- Custom executed TCO models to help you close the sale
- Comprehensive support through the entire sales cycle and implementation.
- Fully staffed with certified, proven competent pre- and post- sales engineers and architects.
- A project management practice with a proven methodology ensures successful project launch.
- Sales support through sales training and sales collateral ensures success.
- A secure partner portal opens doors to training, documents, presentations and deal registration.

Ready to **activate** your partnership?

Go to www.InterVision.com/partner-program

InterVision unlocks value by delivering innovative technology through a consultative approach. Founded in 1993, with regional headquarters in Santa Clara, CA and Chesterfield, MO we support client's IT needs with two operations centers and two data centers throughout the country; InterVision is a Cisco Gold Partner, and is SOC II and ITIL Certified.



InterVision

Hybrid IT solutions that transform your business.

CLOUD SERVICES – Private cloud offerings



Infrastructure as a Service

With two data centers nationwide, InterVision provides shared, dedicated compute and storage resources in a secure, scalable, platform-based environment as a private cloud model. We right-size and charge for compute, storage, connectivity, redundancy used.



Disaster Recovery as a Service

InterVision's DRaaS provides automated virtual machine and data replication services. With near-time restoration through managed administration, testing and support, InterVision's DRaaS ensure business continuity in a secure InterVision data center.



Backup as a Service

Our BaaS solution eliminates complexity and unreliable method of traditional backup and recovery. Managed 24x7 from our own operation centers, clients benefit from a secure, cost effective, flexible means of data transfer and storage recovery.



Desktop as a Service

DaaS enables businesses to quickly realize the full potential and benefits associated with virtual desktop environments – reduced deployment complexity, improved management, security and compliance and superior end-user productivity with overall lower costs.



Hosted Collaboration Solution

InterVision's HCS is a powerful, hosted IP-based unified communications solution that uses a customer's IP data network to provide voice, video, presence and web-based collaboration to ensure that communication throughout the business is effective and efficient.

MANAGED SERVICES – Get out from under break/fix



Help Desk

InterVision certified technicians located at one of our three operations centers throughout the United States directly assist end-users by supporting their desktops, laptops, tablets and smart phones 24/7/365.



NETTEND

Our certified team of engineers works with your internal IT staff to keep your infrastructure up and running by proactively monitoring and supporting the networked devices around the clock.



NETDEFEND

Our managed security portfolio via our SOC, detects threats and defends your business proactively with security incident and event management, vulnerability scanning, malware protections and data encryption.

When resources are tight, we have bandwidth to help: people, compute and storage. Scalable managed and cloud-based IT solutions.