

SolutionsPLUSMORE

NEC Incentive Programme

SolutionsPLUSMORE is NEC's incentive programme designed to offer you target based rewards alongside our established SolutionsPLUS Channel Partner Programme.

The incentive programme will comprise frequently running promotions. These promotions will run on a quarterly basis with a two month qualifying period within each quarter.

TRAINING ACADEMY

With its Training Academy NEC Display Solutions builds up product intelligence for Channel Partners in order to increase the general effectiveness and performance of their sales and technical support functions. NEC Display Solutions provides professional training sessions for Large Format Displays, Projectors, Interactive- and Software Solutions.

NEC offers classroom training as well as eLearning to strengthen your competence to educate and consult your customers best.

The NEC Channel Partner Programme is open to resellers addressing end users only. Based on your accomplishments you will be classified in different partner levels.

The NEC Channel Partner Programme

MORE SUPPORT
MORE COMPETENCE
MORE BENEFITS

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SolutionsPLUS 
NEC Partner Programme

The NEC Advantage

Dear valued NEC Channel Partner

With its Channel Partner Programme, NEC Display Solutions offers a genuine partnership based on incentives, promotions, sales tools, training, communication and further benefits that will help you to grow your business.

The Channel Partner Programme SolutionsPLUS was created as a comprehensive commitment to supporting the success and growth of our Channel Partners' business.




NEC Display Solutions is committed to the channel and provides the largest range of high quality displays, projectors and solutions, as well as legendary reliability and industry leading service and support.

With special advantages exclusive to NEC Channel Partners, SolutionsPLUS is the ideal programme to help you stay ahead of the competition.

Your
Channel Marketing Team
NEC Display Solutions Europe GmbH

Benefits

At NEC Display Solutions we strive to achieve one key objective: offering a premium visual experience and service to meet and exceed the requirements of our customers. The NEC Channel Partner Programme allows our partners to benefit from a similar service by receiving:

		 BUSINESS PARTNER	 ENTERPRISE PARTNER	 PREMIUM PARTNER
Sales	Access to Partner Portal with individual view	•	•	•
	NEC Key Account Manager	inside sales team	•	•
	May be eligible for bonus agreement		•	•
	May be eligible for MORE incentive programme	•	•	
	Individual MDF agreement			•
Marketing	Support for tendering	•	•	•
	Listing as Channel Partner dealer (if applicable*)		•	•
	Partner certificate and logo	•	•	•
	Monthly newsletter communication	•	•	•
	Information about product launches	•	•	•
	Access to product roadmap			•
	Access to product drawings	•	•	•
	Access to sales promotions and incentives	•	•	•
	Discounted demo unit products for your showroom	•	•	•
	Access to free loan equipment			•
Training	Invitation to NEC partner events		•	•
	Access to NEC whitepapers	•	•	•
	Participation in classroom training	•	•	•
	Participation in eLearning training	•	•	•

* depending on sales region