

Besonders. Sicher.

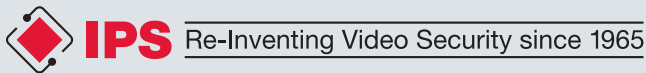


IPS Partner Programme

Success through close and longstanding partnerships

What is IPS Intelligent Video Software?

Securiton's technology brand „IPS Intelligent Video Software“ originated in 1965 as a German manufacturer of high-end video analytics and video management solutions with in-depth know-how in this field. Since then, a dedicated and creative team of developers based in Munich has continuously expanded the product portfolio and developed suitable solutions for video security. The IPS brand has been part of Securiton Germany since 2006. Due to their proven and outstanding reliability, products with the IPS label are used in thousands of installations in Europe. Both small companies and global players from various high-security sectors rely on IPS video analytics. For example, correctional facilities, critical infrastructures, oil refineries and control centres are among the long-standing clientele. In addition, there are close partnerships with system integrators, distributors, providers and technology partners throughout Europe.



IPS Partner Programme

IPS Intelligent Video Software maintains close and longstanding sales and technology partnerships with selected, internationally operating integrators, distributors, service providers and original equipment manufacturers (OEM). Existing and new IPS partners benefit from innovative software products and attractive partner programmes. By participating in the IPS partner program, our partners can optimally support their customers in their search for suitable video security solutions.

Become part of our team!

There are several ways to join the IPS partner program. As a solution, distribution or technology partner, you benefit from extensive services. Find out which partnership suits your business and your requirements here.



IPS Solution Partner

- System integrators and service providers
- Independent sale of integrated services with IPS products
- Comprehensive operation, sales, training and support organisation



IPS Distribution Partner

- Value-added distributors
- Independent sale of IPS products to resellers
- Comprehensive sales, training and support organisation



IPS Technology Partner

- Hard- or software manufacturers
- Independent marketing of hard- or software integration with IPS products
- Comprehensive development, sales, training and support organisation



IPS OEM Partner

- Hard- or software manufacturers
- Independent sale of hard- or software with IPS products to resellers
- Comprehensive development, sales, training and support organisation

Partner benefits

Partner benefits	Solution Partner				
	Non-Certified	certified	Distribution Partner	OEM Partner	Technology Partner
Direct purchase of selected IPS product lines	*	*	*	*	
Demo-Software free of charge	*	*	*	*	*
Provision of sales and technical documentation	*	*	*	*	*
Sales Support free of charge	*	*	*	*	*
Free sales and technical training	*	*	*	*	*
Provision of PR and marketing material	*	*	*	*	*
IPS Partner Newsletter	*	*	*	*	
First-rate partner discount	*	*	*	*	
Free technical 3rd level support		*	*	*	*
Presentation on IPS website		*	*	*	*
Mutual marketing activities		*	*	*	*
Co- or rebranding right		*		*	
Entitlement to engineering solutions		*		*	
Support for pilot projects		*		*	
Access to IPS demo system		*			

Subject to change without prior notice.

Partner requirements

Partner requirements	Solution Partner				
	Non-Certified	certified	Distribution Partner	OEM Partner	Technology Partner
Implementation of marketing activities		*	*		
Participation at technical training		*		*	
Participation at sales training		*			
Provision of 1st and 2nd level support to end customer	*	*	*	*	*
Provision of sales and technical contact data		*	*	*	*

Join the IPS partner network!

To become an IPS partner, please contact

ips@securiton.de

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