



Xerox Partner Portal Quick Start Guide

Our award-winning partner portal has everything you need to jump start your partnership with Xerox. At www.office.xerox.com/resellers you will find everything from marketing collateral to competitive information and learn about new products and programs prior to public announcements – all offered 24hours a day. We will also keep you up-to-date with ChannelFlash – our email newsletter exclusive for Xerox partners.

A few of the resources you will find on the site include:

Product Information

- Product specifications
- Product pricing
- Side-by-side competitive comparisons

Tools

- Print samples and sales literature
- Sales kits
- Industry trends and market analysis

Training

- Product training
- Analyst training
- Technology and advanced solutions training

To take full advantage of the reseller portal and your partnership with Xerox, apply for the **Peak Partner Program**. This award-winning program rewards channel partners for both performance and value-added contributions with product rebates and a range of perks including:

The Builder Series

The Builder Series provide co-branded, customized Marketing tools for Peak Resellers to use to market to their own customer database – including Email Builder, Web Builder and Promo builder.

Marketing Development Funds

Marketing Development funds are available to Peak resellers to support local marketing and promotional activities. These funds are available through your Xerox Account Manager.

Xsell Debit Card

Enroll for your Xsell Debit Card. Xerox adds incentive cash to your card every time you sell a qualifying product.

Deal Registration Network

Lock in revenue and lock out your competition with the Xerox Deal Registration Network.

Advanced MFD Program

The Advanced MFD Program presents qualified channel partners with an expanded color and monochrome multifunction portfolio – supported by an experienced field and back-office sales team. Enable your business. Strengthen your connections. Realize greater rewards.

Supplies Rewards

Peak Platinum resellers can receive rebates for each dollar of Genuine Xerox Supplies you sell when a member of the Supplies Rewards Program.

In addition to these benefits, the Peak program offers:

- Front end discounts
- Quarterly backend rebates
- Monthly sales and progress reports
- And much more

To qualify for the Peak program a reseller must:

- Advertise pricing in accordance with Xerox Minimum Advertised Pricing (MAP)
- Sell, market and promote only genuine Xerox branded supplies for use in Xerox products
- Be in good standing with Xerox

Talk to your Account Manager today and see if the Peak Partner Program is right for your business

Where to go when you need to know:

Customer Product Information

Print samples and full pre-sales information on Xerox products. 1.877.362.6567

Customer Support & Reseller Information

Technical support, Reseller support, sales and order management. 1.800.835.6100

Customer & Technical Support

Technical support information, download drivers, printer documentation.
<http://www.xerox.com/office/support/>

InfoSmart

The infoSMART™ knowledge base provides instructions and troubleshooting help to solve printer problems.
<http://www.xerox.com/office/infoSMART/>

