

Build a Profitable Partnership with Xerox

Why Partner with Xerox

As you respond to the transformation of IT, Xerox offers programs and solutions to help you meet evolving customer requirements while enhancing your company's revenue. This brief overview describes how you can make the most of current market trends as a Xerox Partner.

Xerox® ConnectKey® Technology

ConnectKey Technology is a collection of software, solutions, and services built on a common platform and user interface. The ConnectKey value proposition revolves around the four planks of **security, productivity, convenience, and cost control**. It provides solutions in the high growth areas of **mobile, cloud, and big data**.

Mobile Print Solutions

A continuum of simple, secure, and vendor-agnostic mobile solutions — from convenience-driven small office printing to productivity-driven enterprise printing.

- Apple Airprint
- Android plug-in
- Mopria™ Certification
- Xerox® Mobile Express Driver®
- Xerox® Global Print Driver®
- Xerox® Mobile Print Cloud

Workflow and Scanning Solutions

Transform paper into intelligent, editable information in the cloud.

- Xerox® ConnectKey Share to Cloud: secure scanning and OCR capabilities to popular cloud services
- Xerox® App Studio: wizard-based apps to simplify customer document workflow and scanning processes
- Personalized Application Builder: programming toolkit to provide personalized solutions to unique customer requirements

Cloud-ready Multifunction Printers

Bring mobile, cloud, scanning, solutions, security, productivity, convenience, and cost control all together with Xerox® Multifunction Printers built on Xerox® ConnectKey Technology.

- Desktop MFPs: print engines with and without ConnectKey Technology give you revenue opportunities for solution-driven customers or cost-driven customers
- Workgroup MFPs: MFPs that produce 11x17 inch output offer enhanced high profit through leasing, ASP service, and managed print solutions
- Xerox® ColorQube® MFPs: cartridge-free solid ink technology is a surefire lock when ease of use, vivid colour, or low environmental impact is needed

Managed Print Continuum

Provide customers with a continuum of ongoing support options — from simple toner fulfillment to a comprehensive print management solution that can include both Xerox® and non-Xerox products. Managed print opens the door to consultative sales opportunities and offers the highest potential for ongoing revenue streams. It also keeps your competitors out.

The Xerox Global Partner Program

Represent one of the most recognizable and trusted brands in the industry. Leverage the Xerox brand in conjunction with your partner logo to the fullest.

Financial benefits improve your profitability. Program benefits reward you as you sell more. Your Xerox Partner Manager and Inside Partner Manager will help you build a plan to maximize financial and program benefits and help you secure new business.

Xerox Global Partner Program

<h4 style="text-align: center; color: #0070C0;">Financial Benefits</h4> <ul style="list-style-type: none"> Hardware Rebates Supplies Rebates Managed Print Rebates SPIFFs Bid Support 	<h4 style="text-align: center; color: #0070C0;">Program Benefits</h4> <ul style="list-style-type: none"> IMPACT Marketplace MDF Web Referral and Leads Sales Dashboard 	<h4 style="text-align: center; color: #0070C0;">Specialties and Offerings</h4> <ul style="list-style-type: none"> Advanced Office MFPs Managed Print Solutions Authorized Service Provider NMSO Leasing 	<h4 style="text-align: center; color: #0070C0;">Training and Certifications</h4> <ul style="list-style-type: none"> SMART Centre Learning@Xerox Smart Pad
--	--	--	--

Register at xerox.com/channelpartners. Join the Xerox Global Partner Program when you achieve \$10,000 in Xerox® hardware revenue.