



GABKOTECH
I N N O V A T I O N S



Global Partner Program

A Profitable Partnership

Go further, faster with GABKOTECH

www.gabkotech.com

CHANNELING YOUR STRENGTHS, GROWING YOUR BUSINESS



Our business growth for Gabkotech has been outstanding over the years. The formula is simple: great products, well marketed, clear channel strategy, excellent account management, easy to do business with. That works for us and that is our motto. It is really refreshing to partner with a company like you that's happy to work with channel and not as a remote entity.

“We will reinforce your efforts and commitment in every way through training, support and our customer enrichment program.”

AARON LEE
CEO & Founder of Gabkotech Innovations

“Why Should I partner with Gabkotech?”

It's the first question we expect you to ask us and I have no hesitation in answering that it's because of our 100% commitment to the success of our channel. All the heart of every Partner's relationship with Gabkotech is our determination to make doing business with us easy and rewarding through uniquely transparent processes, clear communications, dedicated account management and a commitment to achieving joint success.

We believe in a partnership that provides you with an opportunity to increase your profits through margin retention, excellent new business support and the ability to earn ongoing revenue streams with renewals. We'll work closely with you to achieve these objectives, actively supporting you and reinforcing your efforts every way through training, support and our customer enrichment program. Coupled with our award-winning security products, wide spread of innovative products offerings on IOT solutions and professional services.

Based on 9 years of workforce management expertise, our products have captured the security and cleaning market. More than 100 over agencies already trust us to enrich their business. As we continue to grow, expanding into new fields like IOT, smart technology and beyond, our success in meeting customers' needs will come more than ever from partnering with expert resellers like you. We need people who can give our customers the same high level of service they would receive if they were dealing with us directly. I look forward to welcoming you into the Gabkotech Partner Program and to us both benefiting from the significant opportunities we can offer each other.

CHANNELING YOUR STRENGTHS



The Gabkotech Partner Program plays to the strength of our Partners and our own technical expertise.

As a Partner, you are our priority. We want your business and we have developed opportunities for you to boost the revenue you earn from selling our products and services, eg deal registration, joint marketing and any new business incentives programs.

We have worked hard to ensure that there is a clear and consistent long-term proposition for Partners.

Understanding that resellers do not all operate their businesses in the same way, enables us to support you better and offer flexible ways of earning margin reflecting value-added services and specialism within the market as well as revenue contribution. This is reflected in our three-tier partner structure.

Different tier will be decided based on the competency level and revenue threshold. It is important to demonstrate experience in the given focus area.

BENEFITS

Enablers to Built Environment

Able to become a smart building operators using IOT smart technology for relevant building industry.

Rise Above the Competition

We offers solutions, training, tools and support to help you and your customers rise above the competition.

Expand Your Market

You can build, test, market and sell your hardware and software solutions.

Integrators

You can design our products and solutions within your own solutions

Advisors

Help customers adopt, expand and renew to see the value of solutions.

Providers

We provide products and solutions that you can tap on to build and deliver your own managed services.

Connect with other partners

Reach more customers, get answers to your business questions and strengthen your brand through the strategic partnerships you build with us and with other of our partners.

Real Discussions and Advisory

With our domain knowledge and converse with business and industry leaders, partner influencers, associations, advocates to give you the best advices to your business.

Success Stories

You will have accessed to case studies from partners knowing how is their business journeys and customer success stories which can inspire you and your clients.

Benefits	Silver	Gold	Platinum
Business Growth			
Account management (Named)	•	• (Name)	• (Name)
Joint business planning (Annual Partner Plan)		•	•
Eligibility for Gabkotech joint marketing funds**		• (Selected)	•
Access to sales leads		• (Selected)	•
Standard listing on www.gabkotech.com		•	•
Advanced product information	•	•	•
Sales tools and guide	•	•	•
Education and Training			
Complimentary online sales and technical training	•	•	•
Complimentary onsite sales training		•	•
Classroom-based technical training	•	•	•
Classroom-based sales training	•	•	•
Marketing and Communication			
Access to self-serve marketing tools	•	•	•
Free marketing collaterals (brochures etc)	•	•	•
Eligibility of channel events	•	•	•
Eligibility of Partner Advisory Board			•
Eligibility of Technical Advisory Board			•
Monthly e-communications	•	•	•
Use of Gabkotech and Gabkotech Partner Program Logos	•	•	•
Joint customer testimonials / PRs	•	•	•
Technical and Product Support			
Involvement in Gabkotech Beta Program	•	•	•
Not for Resale (NFR) software program	• (Limited)	•	•
Discounted hardware demonstration units	• (Limited)	•	•
Web-based technical support	•	•	•
9.30am to 6.30pm phone and email technical support	•	•	•

*The benefits shown are in addition to the benefits earned at a particular Partner Level.

**Access to marketing funds is available on full completion of a joint business plan, at the sole discretion of Gabkotech.