

Hills Genetec Partner Program

Join the Hills/Genetec Partner Program and increase your business potential! The program offers dedicated support from our team of experts, specialised training and invitations to exclusive networking events.

Types of Partners	Certified Partner	Elite Partner	Unified Elite Partner
About the Partner Level	<ul style="list-style-type: none"> This is the first level of the Hills/Genetec Partner Program, which acknowledges partners who are selling Genetec solutions and meet the program requirements. Admission to this level is for partners dependent on the successful completion of the required training classes, demonstrated the ability to provide level-one support to end users and met the minimum sales and system volume requirements. 	<ul style="list-style-type: none"> This second level of the Hills/Genetec Partner Program rewards partners who are actively promoting and selling a Unified solution consisting of the Genetec video surveillance, access control or license plate recognition solutions as their preferred platform. Admission to this level is for partners who have met and exceeded the "Certified" partner status and lead with a Genetec solution. They must have an in-depth understanding and have implemented Unified solutions comprising of Omnicast, Synergis and AutoVu and met the sales and system volume requirements. 	<ul style="list-style-type: none"> This is the highest level of the Hills/Genetec Partner Program and recognises partners who are proactively promoting and selling a Unified solution consisting of the Genetec suite of solutions including video surveillance, access control or license plate recognition solutions as their preferred platform. Admission to this level is for partners who have met and exceeded the "Elite" partner status and proactively lead with a Genetec Unified solution. They must have successfully completed all advanced-level training classes, providing quarterly business strategy updates, and demonstrated exceptional business performance. These partners are loyal to the Genetec brand and lead with Genetec solutions in all potential projects.
Benefits	Certified	Elite	Unified Elite
MSRP Discounts	Refer to Account Manager	Refer to Account Manager	Refer to Account Manager
Annual Marketing rebate*	1%	1%	2%
Annual Training rebate*	-		
Support	Standard (Call 1800 252 213)	Standard (Call 1800 252 213)	Fast Track escalation to Lev 3 support (Call 1800 252 213)
Partner Recognition on Hills Website - Genetec Partner List	✓	✓	✓
Project Pricing	✓	✓	✓
Pre-Sales support for system design and BOM	✓	✓	✓
Lead Allocations	-	✓	✓
Invitation to Genetec Partner Summit	-	**1 x invite per company	**2 x invite per company
Demo System (3 months) - Request via Account Manager	Up to 3 standard demo system licenses (30 days)	Up to 5 standard demo system licenses Up to 2 custom demo system licenses (30, 60 or 90 days)***	Up to 5 standard demo system licenses Up to 3 custom demo system licenses (up to 360 days)***
Genetec Portal Access (GTAP, TechDOc Hub & Sales Tools)	✓	✓	✓
Dedicated Account Management	✓	✓	✓
Partner Recognition	Certificate	Plaque	Plaque
Requirements	Certified	Elite	Unified Elite
Product System Objectives	Minimum sales of 5 systems per year	Minimum sales of 10 systems per year. Minimum sales of 1 unified systems per year Note: Unified system is a combination of Omnicast, Synergis & AutoVu	Minimum sales of 15 systems per year. Minimum sales of 3 unified systems per year Note: Unified system is a combination of Omnicast, Synergis & AutoVu
Sales Volume Objectives	\$50,000 per year	\$150,000 per year	\$400,000 per year
Year-over-year sales growth required to maintain status or be eligible for promotion			
Certification Objectives (must meet)	1 x person OTC (Omnicast Technical Certification) 1 x certification for each product sold (excluding above)	2 x people OTC (Omnicast Technical Certification) 1 x person STC (Synergis Technical Certification) 1 x certification for each product sold (excluding above)	3 x people OTC (Omnicast Technical Certification) 2 x people STC (Synergis Technical Certification) 2 x people ETC (Enterprise Technical Certification) 1 x person AFS (AutoVu Fixed Software Certification) 1 x certification for each product sold (excluding above)

* Based on Sales Volume objectives being met - (invoice relating to marketing or training must be approved by Hills)

** Partner Summit - includes meals and accommodation (flights if required- not included)

***Custom demo system can include options outside the standard demonstration system and have slightly longer duration - subjected to approval. Requirements = MUST meet the Certification objectives and both the Product Systems and Sales Objectives to qualify. 6 month review - April & October (escalation of partner status)

Click and download registration form