



UNIFY Partner Registration Guide

March 2018



UNIFY Partner Registration Guide

Overview

Online
Registration

Lead Approval

Training &
Certification

Final
Confirmation

Access to
Unify Tools


Contacts

Thank you for your interest in becoming a Unify Partner. This guide is designed to support you through each step of the on boarding process, reducing time to revenue and helping you to open new opportunities with Unify!



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Become a Unify Partner



Thank you for your interest in becoming a Unify Partner. We've developed, honed and fine-tuned our partner program to help our partners achieve maximum revenues and profits in the shortest timeframe. With products that are competitively priced, designed to work together, and offer broad deployment flexibility, you'll be delivering great customer satisfaction too. Expand your business with Unify.

You can find additional information in the partner registration guide.

* Indicates mandatory fields

ACCOUNT INFORMATION

Company Legal Name *

Company Legal Form (ie. GmbH, Inc., Ltd.) *

Address Line *

City *

Post / Zip Code *

Country *

Company Tax ID / VAT *

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Lead Approval

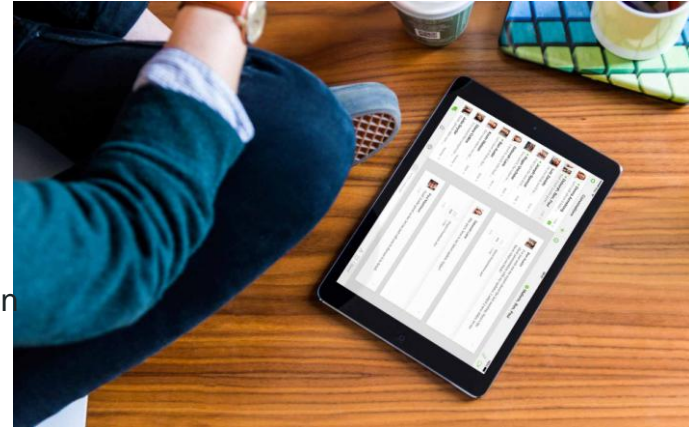
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- ∅ To become a Unify Partner you need to register your company in each country where you want to conduct business and have a physical business address. You need to agree to our Terms and Conditions of the Unify Partner Program.
- ∅ To begin the Unify registration progress, please fill in all requested information on our online registration form.
- ∅ Only one person per company per country can agree to our terms and conditions and submit the application form. This person will become the main contact for Unify and will receive primary communications, e.g. the confirmation mails and access details to our partner portal.
- ∅ After submitting the complete registration form you will automatically get a verification email where we ask you to confirm your email address. You need to click on this link to finish the registration process.



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- Ø We will receive your registration once you confirm and verify your email address.
- Ø It will take us up to 48 hours to validate your information.
- Ø Once confirmed you will receive a welcome letter email with your Partner ID and information to be successful with Unify.
- Ø Please note that at this stage your registration is not complete, as you need certificates to finalize the registration.

The screenshot shows the UNIFY Academy website. The top navigation bar includes links for Home, Services, Training Partner, Contact us, Info Center, LCP, Certification, and End-User Training. Below the navigation is a registration form with fields for 'E-mail address' and 'myTraining password', and buttons for 'Register', 'Login', and 'SSO Login'. A sidebar on the left lists various categories: Unified Communications, Voice Solutions, Contact Center, Phones and Soft Clients, Networks, Small Medium Business, Security, Cloud Solution, Services, Industry Solutions, Soft Skills - Business Learning, Soft Skills - Personal Competence, Partner IT-Trainings, Technology & Fundamentals, and Certification Program (circled in red). The main content area features a banner with the text 'Welcome to the Unify Academy' and 'Learn, change, succeed.' Below the banner is a table of 'Upcoming Events'.

Title	Start Date	Guarant.	Event Seats	Location
OpenScape 4000 Administratoren Grundwissen	9/21/15	✓	🟢	München
OpenScape Solution Deployment Service (DLS) für Service	10/5/15	✓	🟡	München
OpenScape UC Application Advanced 1 für Service	10/12/15	✓	🟢	München
Updatekurs OpenScape Business V2R0	9/21/15	✗	🟢	München

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- ❌ To complete your registration you need one sales certification, this is the minimum requirement for the approved level.
- ❌ The certification process will run via the Unify Academy. Your primary contact will automatically receive the login information for the Unify Academy after the registration.
- ❌ Other employees of your company need to go to the Unify Academy and create a new account by clicking on the 'Register' button. In this case, please provide the Partner ID to your employees. This will speed up the process.
- ❌ After receiving your login, click on the left side on 'certification program' and select from the popup menu the topic for the certification.
- ❌ To participate in our Unify Partner Program you need to provide one Sales certificate for 'OpenScape Business' (OS Biz); here you need to do the necessary training and successfully pass the exam.



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- Ø The Sales Certificate 'OpenScape Business' will allow you to achieve the specialization level OS Biz and sell the OS Biz portfolio.
- Ø If you wish to sell OpenScape 4000, OpenScape Voice or Circuit you will need to complete the necessary sales certificates for those solutions.
- Ø In that case please select another training curriculum from the pop up menu.
- Ø If you want to start directly as a professional or master partner, please check the necessary certificates and conditions first.



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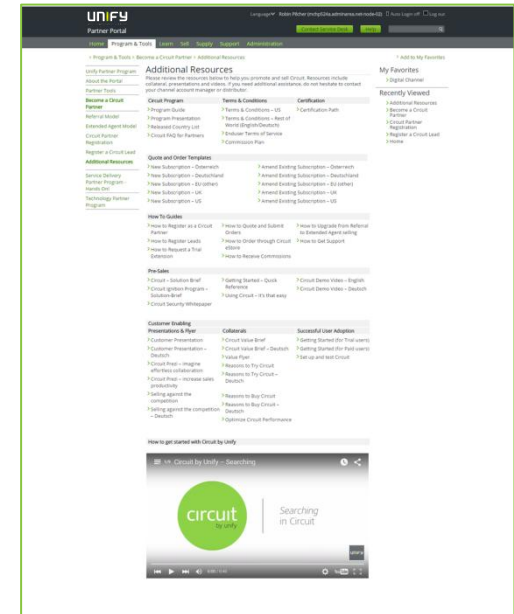
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- ❌ After successfully passing the certification, your certificates will be stored in our partner database under your partner account and your status will be set to approved.
- ❌ Afterwards you will receive a final confirmation mail to confirm that the registration process is finished.
- ❌ The confirmation will provide you with access to information on the products for which you are sales certified and the specialization level.



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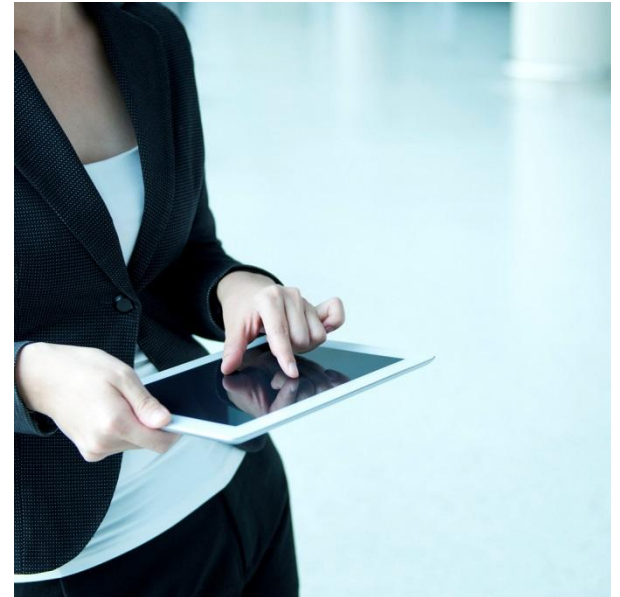
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- Ø Access to the Partner Portal will be granted within 48 hours of completing the certification
- Ø Now your account is fully functional, we encourage you to access the Partner Portal to enjoy the benefits of the Unify Partner Program.
- Ø In the Partner Portal you will find a wealth of information, content, links and resources across products, services and marketing to help you on your way to growing your business with Unify.
- Ø We will inform the Distributors that they are now allowed to sell equipment to you according to your specialization level and with the approved discount.





UNIFY
atos collaboration solutions

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- Ø We want to make you successful!
- Ø If you have questions or concerns about the Unify Partner Registration tool or process, please send an email to globalpartnerenablement@unify.com
- Ø Our team will support you to find the right answer to your questions.
- Ø Welcome to Unify and Happy Selling!

