×2 Connect

Bosch Video Partner Program

Time to Connect
Welcome to ×2 Connect Bosch Video Partner Program

Connecting with the right partners is the key to success. As a system integrator, you continually strive for growth and development. You need a partner that can help and a partner you can trust. To support you with this, we now offer the ×2 Connect, Bosch Video Partner Program.

×2 Connect is built to connect you with the sales tools, education and practical business support that will help you build your business today and create new business in the future. It's based on shared goals and shared success.

Why a partner program?

As a system integrator, you are always looking for new and value-added support to grow your business. At the same time, you need to stay up to date in this dynamic 'Internet of Video Things' era. The ×2 Connect, Bosch Video Partner Program exactly fits those needs, providing you with extensive benefits based on your membership. You'll get value-added sales, marketing and product support, according to your membership level.

Extensive benefits for system integrators

The Bosch Video Partner Program is built on four levels – Silver, Gold, Platinum and Diamond – which are based on your annual purchases of Bosch Video products. The higher your level, the more benefits you have. These include:

- Sales and after-sales assistance
- Marketing support
- Training
- Events

Video Partner Program Benefit highlights

Sales support	Silver	Gold	Platinum	Diamond
Recommended discount from DI	✓	✓ ✓	✓ ✓ ✓	✓ ✓ ✓ ✓
Project registration and project pricing	✓	✓	✓	✓
Product and sales tools	✓	✓	✓	✓
Access to demo products	✓	✓ ✓	✓ ✓ ✓	✓ ✓ ✓ ✓
Access to Bosch demo facilities	–	✓	✓	✓
Lead referrals	–	✓	✓	✓
Dedicated Bosch account manager	–	✓	✓	✓

Technical support	Silver	Gold	Platinum	Diamond
Advanced replacement of products direct	via DI*	✓	✓	✓
Email response times	<3 working days	<3 working days	<1 working day	<1 working day
Remote support services: Standard/Emergency	via DI*	Charged	Charged	✓
Onsite support	via DI*	Charged	Discounted	Discounted
Call back service via Technical support app	–	–	✓	✓
Monthly reporting	–	–	✓	✓ ✓

Marketing support	Silver	Gold	Platinum	Diamond
Use of the Bosch Video Partner Program logo	✓	✓	✓	✓
Joint announcement	–	–	✓	✓
Listing on Dealer Locator	–	✓	✓	✓
Recognition certificate	–	✓	✓	✓
Dedicated webpage on Bosch website	–	–	✓	✓
Demand generation activities	–	–	✓	✓ ✓

Training	Silver	Gold	Platinum	Diamond
Bosch Building Technologies Academy online training courses	✓	✓	✓	✓
Bosch Building Technologies Academy private training courses	–	Fee	Discounted fee	Discounted fee

Events	Silver	Gold	Platinum	Diamond
Time to Connect Virtual Partner Event	–	✓	✓	✓
Time to Connect VIP Partner Event	–	–	✓	✓

Partner commitments

Sales support	Silver	Gold	Platinum	Diamond
Partner agreement – accept terms and conditions	✓	✓	✓	✓
Annual sales commitment for Bosch Video Systems (in €/$/£)	<50k	>250k	>750k	>750k
Required training level (individual employees)	If applicable: Divar IP & BVMS	Gold training module	Platinum training module	Diamond training module
Shared business plan	–	✓	✓	✓
Joint marketing of reference cases within target verticals	–	✓	✓	✓
Voice of the customer	–	–	On demand	✓

✓ Required / available to partner level
* Subject to distributor offering and availability
– Not available / not required to partner level

How to get started?
Becoming part of the Bosch Video Partner Program is simple. Just scan the QR code or click on the link below to register online. You will immediately benefit from all the advantages it offers.
https://www.boschsecurity.com/xf/en/partners/channel-partner/registration-partner-program

Learn more
With the Bosch Video Partner Program, system integrators connect with a partner that supports and boosts their business with added value. We look forward to helping you grow your business and achieve greater success in the future.
More information? Connect.EMEAPartners@bosch.com