



DALLMEIER CHANNEL PROGRAM

BENEFITS AND REQUIREMENTS FOR PARTNERS

WHAT IS THE DALLMEIER PARTNER STRATEGY?

- We are the quality leader for video security technology.
- We are the only manufacturer that develops and produces all components in Germany - from camera, recording, transmission to intelligent video analysis and management.
- We are specifically building a network of strong installers.
- Become part of this partner network and differentiate yourself from your competitors!

WHY BECOME A DALLMEIER PARTNER?

- Convince your customers with high-quality and solutions with true customer benefits.
- Maximize your profit through attractive margins and innovations far beyond the core function.
- Position yourself with Dallmeier as a top brand in the field of security technology.
- Benefit from reliable, precise planning and use the support of our experts, to develop customized solutions for your customers.
- Grow professionally and develop your team with our range of training courses.
- Work in a trusting relationship with an owner-managed family business, for which the highest esteem towards partners and customers is a matter of course.

Let us achieve success together. We are looking forward to meeting you!



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BENEFITS

	Professional	Expert	Premium
Purchasing conditions	●	● ●	● ● ●
Deal registration	●	●	●
Individual project support ("Team-Up")	●	●	●
Access to Dallmeier Academy training platform	●	●	●
Co-marketing activities	●	●	●
Mentioning on the Dallmeier website	●	●	● ●
Excellent support through parent company in Regensburg and regional offices	●	●	●
Partner badge		●	● ●
Personal partner account manager		●	●
Leads		●	●
Use of the Dallmeier Experience Center for own events			●

REQUIREMENTS

	Professional	Expert	Premium
On-site installation- and presales-support	●	●	●
NDA	●	●	●
Employees with Dallmeier technical training authorization	recommended	min. 1	min. 2
Employees with Dallmeier sales training authorization	recommended	recommended	recommended
Revenue targets		●	● ●
Use of demo equipment (purchase at special conditions)		●	● ●

Contact us at any time at partner@dallmeier.com.