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# Panduit ONE<sup>SM</sup> Partner Program

Enabling Partners to Deliver the Most Efficient Solutions  
and Superior Value to Their Customers



**PANDUIT**  
**ONE** | PARTNER  
PROGRAM

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## Panduit ONE Partner Program At A Glance

The global Panduit ONE<sup>SM</sup> Partner Program is designed to support and reward premium solution providers who design, build, install, and service physical network infrastructure solutions. When partnering with Panduit, Partners will obtain the tools to elevate their go-to market strategy so they can build for long-term growth.



Panduit values our partners who are critical to the success of our business. The Panduit ONE<sup>SM</sup> Partner Program was created to ensure that our partners are rewarded for their loyalty and engagement. Through the meaningful connections we make. Together we LEAD. Together we WIN.”

— Dennis Renaud, Panduit Chief Executive Officer

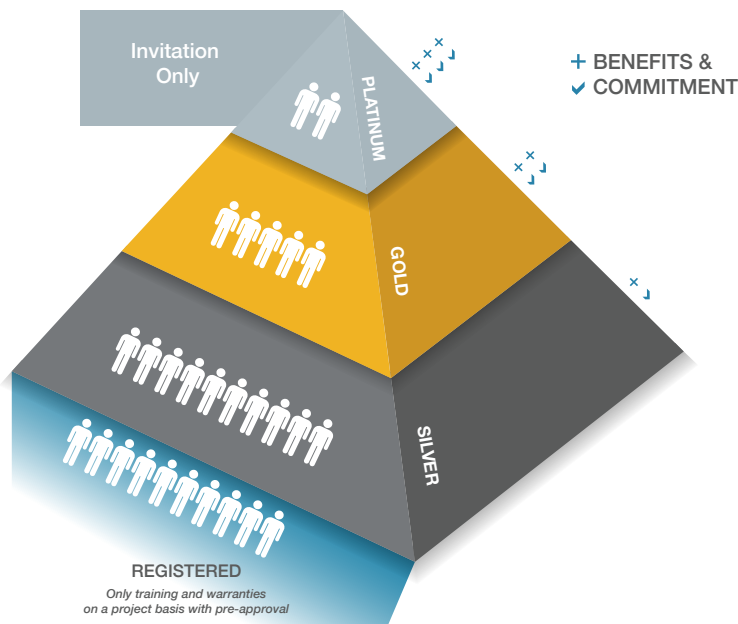
## Panduit ONE Partner Program Benefits

Valued Panduit ONE Partners receive the flexibility and benefits they need to earn preference and deliver superior value to their customers. By partnering with Panduit and Prysmian Group, partners can:

- Earn financial incentives
- Engage in online, virtual, and in-person training options
- Attain certifications in key competencies
- Provide Certification Plus<sup>SM</sup> System Warranties on installation projects
- Gain access to tools and program benefits via the dedicated Panduit ONE Partner Portal, The Hub
- Receive outstanding support and engagement from Panduit's team of experts

Prysmian Group is the world leader in the design, manufacture and sales of wire and cable products. With the industry's widest range of optical fiber and copper cables for voice, video and data transmission, the Group serves the most comprehensive range of markets for countless applications in the United States and Canada. As part of Panduit's partnership with Prysmian Group, partners can earn benefits within the Panduit ONE Program on qualifying Prysmian Group purchases.

## Panduit ONE Partner Program Tier Levels



As Panduit ONE Partners grow their business jointly with Panduit, they can earn the applicable tier level benefits based on their support and commitment to Panduit. Each tier is comprised of individual requirements and a combined annual minimum of Panduit and qualifying Prysmian Group purchase thresholds.



## Gain a Competitive Advantage with Program Incentives

The Panduit ONE Partner Program offers competitive incentives for tiered partners. Panduit rewards partners for their purchases, growth, and bringing new projects and opportunities to Panduit.

- **Annual Volume Incentive (AVI):** Panduit ONE Partners can earn a percentage of their prior year’s combined Panduit and qualifying Prysmian Group purchases back as a distributor credit voucher
- **Deal and Design Registration (DDR):** A project-based incentive where partners can earn a percentage of the Panduit and qualifying Prysmian Group project value as a distributor credit voucher for bringing a new opportunity to Panduit
- **Partner Development Funds (PDF):** Panduit ONE Partners can earn a percentage of their prior year’s purchases in credits that can be used to help offset the cost of Panduit certification courses or cooperative marketing development activities that jointly promote Panduit and the partner

## Program Benefits Increase with Tier Level

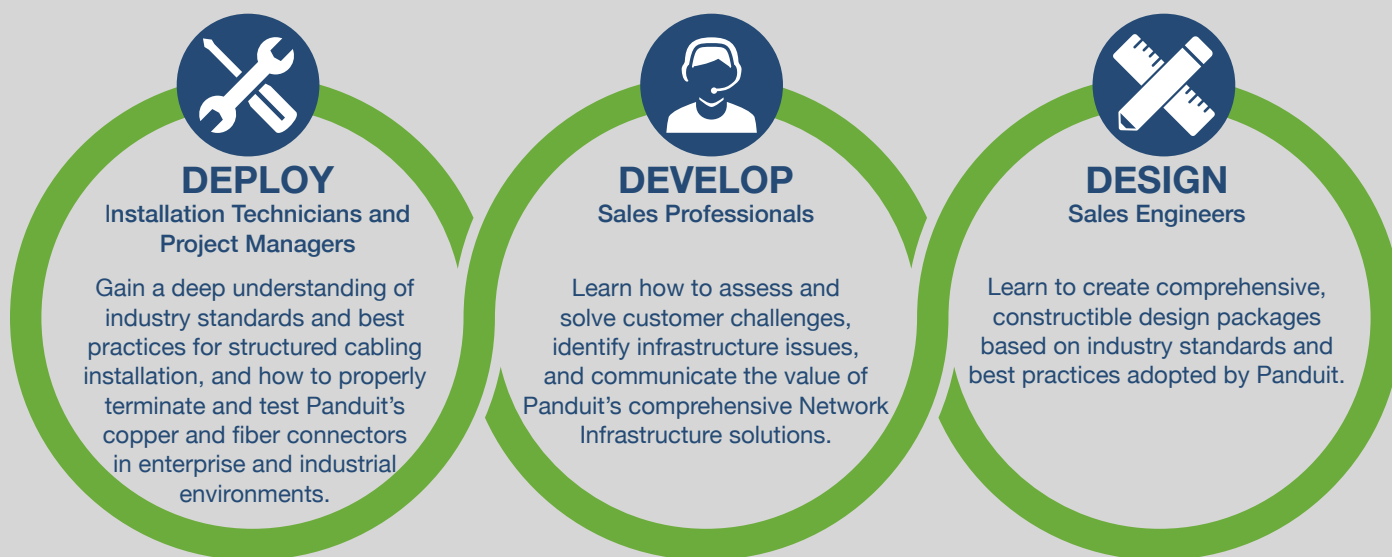
Partner Program Benefits	Silver	Gold	Platinum
Annual Volume Incentive (AVI)	+	++	+++
Deal and Design Registration (DDR)	+	++	+++
Partner Development Fund (PDF)	+	++	+++

## Panduit ONE Partner Program Training and Certifications

Panduit ONE Partners have continuous access to training via the Partner Hub and can take advantage of online, virtual, and in-person course offerings. This allows partners to become certified in key competencies that are necessary for their business.

Our comprehensive competency-based training programs are designed to enhance and extend our partners' technical and sales skills in delivering solutions to meet their customers' business requirements.

Panduit ONE Partner company employees can certify in the following concentrations:



### Product, Solution, and Essentials Training Offerings

Partners can access an extensive library of free online training modules within The Hub that cover the features and benefits, target markets, and value proposition for Panduit's key network infrastructure products and solutions. Partners can also explore fundamental knowledge on core industry topics like copper, fiber, grounding and bonding, industry standards, and more.



## Panduit Certification Plus<sup>SM</sup> System Warranty

The Panduit ONE Partner Program offers a 25-year standards-based performance warranty that applies to all registered links and/or channels in an installation. The Panduit Certification Plus<sup>SM</sup> System Warranty provides partners' customers with the confidence and security of knowing that their cabling system will deliver the performance they expect to meet their long-term networking needs.

## An Advanced and Exclusive Partner Portal

Panduit ONE Partners have access to some of the most advanced tools and resources all in one place within Panduit's Partner Portal, The Hub

- Apply for **financial incentives** as you jointly grow your business with Panduit.
- Execute on-demand **virtual business planning** and reporting that facilitates regular business reviews with your Panduit Account Manager.
- Experience a **simplified warranty process** and ready access to warranty documents.
- Access flexible, convenient **training and certification options** attained online, virtual, or in person.
- Take advantage of a **custom-tailored user experience** for managing company trainings, certifications, and personnel.
- Stay up-to-date with **exclusive Panduit ONE Partner Program communications** that include the latest updates regarding Panduit products, solutions, and offerings.
- View and **track company performance** via monthly point of sale data.

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# Join Our Panduit ONE Partner Community

Premium solution providers who are interested in joining the Panduit ONE Partner Program can complete a simple three-step process:

1. Complete an online application for consideration in the program at <https://partners.panduit.com>
2. Upon approval, review program requirements and benefits with a Panduit Program Account Manager
3. Activate your Panduit account to log in and accept the program guidelines as well as terms and conditions

## We Offer You Our Support

As an extension of the Panduit organization, the Panduit ONE Partner Program is committed to providing our partners with excellent support and engagement. Tiered partners have access to a dedicated Panduit Account Manager.

Panduit also provides access to customer service, technical support, and direct access to Panduit ONE Partner Program personnel. To contact us, click [here](#).

## Contact Us

**Asia Pacific:** APPartners@panduit.com

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**Panduit Partner Support**

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