



Certified Solution Provider Program

The March Networks® Certified Solution Provider (CSP) program is designed for industry-leading systems integrators and resellers highly qualified in providing networked video surveillance solutions to customers in targeted vertical markets. The program helps solution providers build a sustainable business model in a fast-changing environment, where customers require value-added services, focused technical expertise and high levels of satisfaction.

As a March Networks CSP, you will benefit from access to valuable information, training, tools and support. Our program will help you meet and exceed growing customer demand for integrated visual and business intelligence applications that deliver significant value to their operations. In turn, you provide a range of comprehensive services, from system design and configuration to sales, installation and post-sales technical support.

With March Networks' VideoSphere® portfolio of highly competitive IP video software and hardware products, you gain a tremendous opportunity to grow your business and broaden your customer base. Our Strategic Account Managers will work closely with you to develop a joint sales plan that maximizes the business potential in your territory. The result is a strong partnership and a simplified business process where commitment to our program results in tangible rewards for you.



Partnering for Success

The March Networks CSP Program is about winning more business



You will enjoy the resources and advantages of a comprehensive technical, marketing, and sales support program:

- Online and instructor-led sales and technical training
- Valuable sales tools and product marketing materials
- A vast library of online information accessible via a secure partner portal
- Technical support for customer service teams
- Free webinars on products, solutions and case studies
- Co-operative marketing programs
- Product demonstration kits for sales events and tradeshows
- Support from a March Networks Strategic Account Manager
- A logo to promote your March Networks certification

In addition, all CSPs agree to:

- Complete sales and technical training sessions
- Provide customers with 24/7 first and second line technical support
- Purchase March Networks product demo kits
- Utilize March Networks partner portal resources, webinars and other CSP marketing programs
- Participate in joint tradeshow, seminar, website and other promotional activities



If you are a systems integrator or reseller ready to achieve greater profitability by selling innovative digital video surveillance solutions, simply apply online at www.marchnetworks.com.

March Networks (TSX:MN) is a global provider of intelligent IP video solutions. For close to a decade, the company has helped some of the world's largest commercial and government organizations transition from traditional CCTV to networked video surveillance used for advanced security, loss prevention and risk mitigation. VideoSphere®, the company's enterprise-class video management portfolio, includes open-platform VMS software complemented by high-definition IP cameras, encoders, video analytics and recording platforms, as well as outstanding professional and managed services. Working with a global network of outstanding resellers and systems integrators, the company currently delivers its high performance solutions to organizations in more than 50 countries.

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