



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 IP 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 relevant information, training, tools and support. Our program will help you meet and exceed growing customer demand for intelligent video management 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



Platinum CSPs have achieved the highest level of accreditation and training, and are rewarded for their business and loyalty to the March Networks brand. Global and national account referral programs, engineering bid support and field trials are just some of the additional benefits included at this tier.



Silver CSPs actively promote our solutions and qualify for additional funding for marketing purposes. They have acquired a recognized level of expertise in installation and maintenance services, and receive extended professional support services.



Authorized CSPs receive fundamental benefits that enable them to effectively sell our products and systems. Access to our partner portal, online training courses and webinars are important elements of this part of our program.

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

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