

# Sales Partner Program



## Program highlights

- > *ACCESS TO THE NTS RETAIL KNOWLEDGE BASE*
- > *OPPORTUNITY REGISTRATION*
- > *RESALE AND REFERRALS*
- > *LISTING ON THE NTS RETAIL WEBSITE*
- > *DEDICATED SUPPORT THROUGH OUR ALLIANCE MANAGERS*
- > *ACCESS TO MARKETING RESOURCES & COLLATERALS*

Join the NTS Retail Sales Partner Program and together we will transform the telco retail business by providing a seamlessly connected shopping experience. NTS Retail is the leading provider of smart software solutions for telco retail management and in-store customer engagement solutions for an entirely new level of customer experience our digital age calls for.



# Join the NTS Retail sales partner program

If you are interested in reselling our cutting-edge retail management solution for telecommunications providers, it is the right time to join our sales partner ecosystem.

You will gain access to dedicated sales and marketing resources that will perfectly support you in reselling the NTS Retail software suite or submitting referrals. Sign up now and gain full access to the NTS Retail partner universe where you can register opportunities and download the full set of marketing collaterals. You will benefit from a joint business plan and enjoy all the rewards of a successful partnership with NTS Retail.

## Our two-tier partner program

The NTS Retail Sales Partner Program offers maximum flexibility and is specifically tailored to foster steady growth throughout a successful partnership.

As a new member of our partner ecosystem, you will automatically receive the registered partner status. This entry-level membership allows for a perfect onboarding period while minimizing your initial investments. As a certified sales partner, you will enjoy even more benefits our partner program has to offer in terms of training, support and strategic alignment.



### *REGISTER NOW*

Complete your partner program registration  
and start reselling our premium solution  
for telco retail enterprises at:

[www.ntsretail.com/join-our-partner-program](http://www.ntsretail.com/join-our-partner-program)

## Become a true NTS Retail expert

An important element of our Sales Partner Program is knowledge transfer through training and certification. The NTS Academy offers a number of sales and technical pre-sales training courses to develop a full understanding of the NTS Retail Suite and effectively drive your sales.

# Sales Partner benefits

	Registered	Certified
<b>Go-to-market benefits</b>		
Opportunity registration	x	x
Free partner demo licenses	x	x
Instructor-led and web-based training	x	x
Discount on training courses	x	x
RFP and demonstration support by sales resources	x	x
Special sales partner discount		x
Yearly business planning		x
Support through a dedicated alliance manager		x
<b>Marketing benefits</b>		
Access to the NTS Retail knowledge base	x	x
Access to marketing collaterals	x	x
NTS Retail logo usage	x	x
Support by marketing resources	x	x
Regular partner newsletter	x	x
Partner listing on website		x
Joint press releases		x
Participation in partner marketing events		x
Joint marketing plan		x

# Sales Partner Program requirements

Requirements	Registered	Certified
Telco focus	x	x
Non-disclosure agreement	x	x
Maintenance of a particular training level	x	x
Minimum number of certified sales representatives		x
Maintenance of a particular certification level		x
Sales partner agreement		x
Bi-annual business plan review		x
Minimum number of customer success stories		x
Minimum number of sales accreditations		x