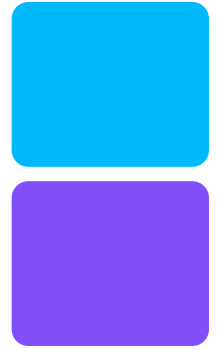


PARTNER CONNECT PROGRAM



We've made it easier than ever to sell and support our products, grow your business, and satisfy your customers.

Logitech designed our new Partner Connect Program with you, our partner, in mind. For the first time, all of Logitech's market-leading B2B products and services are under one partner program. This empowers you to provide complete solutions to customers in team workspaces and personal workspaces, worldwide. Being a Logitech partner has never been simpler or more rewarding.

CHOOSE YOUR TRACK

The Logitech Partner Connect Program allows you to profit through the sale of Logitech products on your terms. You qualify for a track based on revenue and the other requirements, but then you get to decide if you want to dedicate the commitment or investment to move up to another track. Logitech doesn't decide. You do. It's all about what makes sense for your business.

PREMIER ★

An open track that allows partners to participate at a base level of commitment and performance.

ELITE ★★

A track for more engaged partners that invest in Logitech performance, skills, capabilities, and collaboration engagement.

PRINCIPAL ★★★

An exclusive track for high-performance, highly committed partners that comes with access to more resources and support.



DEAL REGISTRATION

Partners are eligible for flat deal registration across all B2B product categories, which rewards partners for uncovering and closing sales opportunities with new customers. Through deal registration, partners receive certain opportunity protections and pricing incentives to aid the sales process.



AUTOMATION AND REPORTING

Logitech's new automation tools, such as the new partner relationship management (PRM) and customer incentives management (CIM) will simplify program management and enable more productive interactions between Logitech and its partners.



LOGITECH EXCLUSIVE ACCELERATOR PROGRAM (LEAP)

The Logitech Exclusive Accelerator Program (LEAP) is a growth incentive rebate that now covers all B2B revenue. If a reseller meets revenue goals as outlined by Logitech LEAP requirements, it will receive a rebate based on a percentage of all sales for that quarter. The rebate rate (percentage of gross sales per quarter) increases progressively for higher levels of revenue generation.



CONNECT AND GROW

Of course, Logitech partners may still take advantage of marketing support, sales collaboration, MDF, NRF (Not For Resell), specializations, or promotions in addition to the new features of the program. The partner program is designed to let you choose how you want to work with Logitech based on your business models, growth priorities, and commitment.

With these streamlined resources and new incentives, Logitech's partners will be well-equipped to sell more Logitech solutions, increase revenue, satisfy customers, and grow their business.

For more information, visit info.logitech.com/globalpartnerconnect or email partnerprogram@logitech.com

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