



# ProfitMAX<sup>®</sup>

## RESELLER PROGRAM

The turn-key approach to reseller success

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# Reasons

to be a Toshiba ProfitMAX Reseller

10. First notification
9. Virtual Installer program
8. Expedited advance product replacement
7. Priority technical support hotline
6. Product certification training
5. High quality sales leads
4. Demo program, product discounts & new product buy-in specials
3. Up to 15% off Project Registration & Quotes
2. Up to 4% quarterly rebates
1. **PROFIT!**

# TOSHIBA

Leading Innovation >>>

More detailed information >>>



## Here is how ProfitMAX works >>>>

At Toshiba, we're as serious about your success as you are. We want to deliver opportunities for success to our best and most committed Toshiba resellers. For that reason we designed the ProfitMAX program with three tiers - Silver, Gold and Platinum - based upon quarterly dollar sales volume.

	\$1 - 15,000	\$15,001 - 25,000	\$25,001+
	Silver	Gold	Platinum
First notification	X	X	X
Partner website access	X	X	X
Virtual Installer program	X	X	X
Product discounts & new product buy-in specials	X	X	X
Product certification training	X	X	X
Demo program	30%	40%	50%
High quality sales leads		X	X
Toshiba Security Reseller logo		X	X
Priority technical support hotline		X	X
Expedited advance product replacement			X
Quarterly rebate		2%	4%
Discounts off Project Registration quotes over \$10,000		10%	15%

### Explanation of programs:

**First notification** - learn about promotions and programs directly from Toshiba; eliminates hearing important news through the grapevine.

**Partner website access** - [www.surveillxdvr.support.com](http://www.surveillxdvr.support.com) provides access to product downloads, training and more.

**Virtual Installer program** - set up an appointment with a highly skilled tech support representative to walk you through your install on the day of your install ~ this means a very smooth installation.

**Product discounts & new product buy-in specials** - receive special discounts on products and be the first to get in on new product buy-in specials.

**Product certification training** - become certified on Toshiba surveillance products. This is only offered to ProfitMAX resellers and their distribution partners.

**Demo program** - receive a discount on demo equipment - limited to 1 item per model number (subject to approval).

**High quality sales leads** - receive leads generated from Toshiba's marketing campaigns and reporting services.

**Toshiba Security Reseller logo** - receive the Toshiba Security Reseller logo to be used on your collateral, website, etc.

**Priority technical support hotline** - go to the front of the queue and receive a quicker level of service.

**Expedited advance product replacement** - eliminates completing an RMA form for every replacement and product replacement will be expedited.

**Quarterly rebates** - 2% for Gold Dealers, 4% for Platinum Dealers. Toshiba issues a rebate directly to the reseller.

**Discounts off Project Registration quotes** - register your projects and obtain a quote via Toshiba's Project Registration and Quote Sheet and receive 10% off for Gold and 15% off for Platinum. Project Registration and Quote must be worth at least \$10,000.

Here's how to **JOIN**... [www.toshibasecurity.com/var/profitmax](http://www.toshibasecurity.com/var/profitmax)

Toshiba America Information Systems, Inc.  
Surveillance & IP Products | Imaging Systems Division  
9740 Irvine Boulevard, Irvine, CA 92618  
949-461-4249 | [karena.lang@tais.toshiba.com](mailto:karena.lang@tais.toshiba.com)

[www.toshibasecurity.com](http://www.toshibasecurity.com)