



National Account Program Guide





Welcome to the Identiv National Account Program (INAP) Guide.

INAP is a strategic, reciprocal partnership that provides consistent pricing, priority support, forecasting and pipeline view, a dedicated contact, scorecards, and QBRs to Identiv's national security integrator accounts.

Identiv is committed to your success. Become an INAP Partner today to join a winning team of global partners who are rapidly growing their businesses.

Benefits

- 50% discount
- Single point of contact
- Dedicated RSM and inside sales support
- Local/Global branch support
- Priority technical support
- Pre-sales engineering/A&E/consultant support
- Discounted demo equipment
- Sales staff training
- Online technical training
- Online portal access
- Webinar access
- Authorized Dealer Certificate
- Sales Leads Provided
- Invitation-Only Partner Advisory Council
- Marketing Concierge Services
- Co-Branded Marketing Materials
- Co-Sponsored Events and Meetings
- Joint End-User Demand Gen Campaigns
- Inclusion in Case Studies/White Papers
- Annual Account Review

Requirements

- Must sell complete Identiv portfolio
- \$1 million annual sales commitment
- Executive level sponsorship
- \geq One (1) certified technician per branch
- Demo equipment purchase per branch
- Backlink to Identiv
- Quarterly Business Reviews (QBRs)
- Guarantee 24-Hour response to leads
- Beta test new solutions
- Signed INAP Dealer Agreement

Become a National Partner



Tracy Little
Director Business Development
tlittle@identiv.com