



information tools

VIA Channel Partner Program Structure

End-to-end process and information management software for manufacturing



Tools to help you succeed as a Channel Partner

- Work directly with VIA's Channel Partner Manager
- Defined expectations
- Follow defined program management methodology
- Assigned Program Manager to help you close the deal



Tools to help you succeed in Sales

- Recorded MAN-IT® product training videos
- Prepared presentations
- VIA Basics - Sales training
- Prepared Product Flyers in English and Mandarin (Spanish soon to come)
- Assigned Program Manager



Requirements to be a Channel Partner

- Signed non-disclosure document
- Signed contract defining sales terms and limitations
- Company commitment of defined personnel resources



Let's Get Started

Begin by clicking on the

“Become a Partner Today” link.

The journey will be exciting and rewarding.

