

realwear Partner Program Application



realwear Partner Program Application User Guide

[Home](#) » [realwear](#) » realwear Partner Program Application User Guide 

Contents

- [1 realwear Partner Program Application](#)
- [2 Product Usage Instructions](#)
- [3 RealWear Company Overview](#)
- [4 Program Overview](#)
- [5 Levels](#)
- [6 Requirements](#)
- [7 Benefits](#)
- [8 Deal Registration](#)
- [9 Documents / Resources](#)
 - [9.1 References](#)



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**Specifications:**

- Product Name: RealWear Navigator™ 520
- Category: Assisted Reality Device
- Features: Hands-free, Voice-controlled interface, Advanced noise cancellation capabilities
- Main Benefit: Safety, Productivity enhancement

Product Usage Instructions**Program Overview:**

The RealWear Partner Program aims to accelerate business growth by offering the RealWear Navigator™ 520, a hands-free Head Mounted Tablet designed for industrial workers. The program rewards partners who invest in a deeper relationship with RealWear and offers three partnership levels for resellers to expand their market share.

Why Become a RealWear Partner?

Companies can benefit from becoming a RealWear Partner by gaining access to expertise in implementing wearable hands-free technologies to enhance productivity, reduce costs, and improve safety. Partners can tap into a growing customer base and annual recurring revenue by collaborating with RealWear.

Plan, Build and Grow Your RealWear Practice:

Collaborate with RealWear to develop a successful go-to-market strategy through co-marketing and co-selling opportunities. By offering deployment and integration services, partners can help customers start their journey with RealWear and expand their business across various industries.

FAQ:

Q: What are the key benefits of the RealWear Navigator™ 520?

A: The key benefits include enhanced safety, increased productivity, and hands-free operation.

Q: How can partners benefit from joining the RealWear Partner Program?

A: Partners can access expertise, rewards for commitment, and opportunities for business growth by integrating RealWear Solutions into their portfolio.

RealWear Company Overview

RealWear provides organisations with the ability to deploy full enterprise digitisation into the most austere and challenging working environments. The company's flagship product is the RealWear Navigator™ 520 assisted reality device, the world's leading ruggedized head-mounted wearable.

The full RealWear solution gives industrial workers real-time access to information and expertise, while keeping their hands and field of view free for work. The RealWear Navigator™ 520 is considered by industry experts as the gold standard due to its purpose-built form factor, voice-controlled interface, and advanced noise cancellation capabilities.



Key Benefits

Safety, Productivity, Hands-Free

- Best-in-class hands-free system (say what you see)
- Instant video conference with remote mentors to reduce unplanned downtime and for travel abatement
- High-visibility monocular display that can be moved out of the way to maintain full situational awareness
- Drop-tested, Water-tested, Noise-tested – IP-66/MIL-STD 810G
- Intrinsic Safe model available (HMT-1Z1); certified for ATEX & IECEx Zone 1 & CSA C1-D1

Points of Pride

Results that speak for themselves

- Global company, Head quartered in Vancouver, USA with offices in Netherlands, India & China
- Preferred and trusted platform for large enterprise industrial customers.
- Best-selling wearable for industry, trusted by more 5000+ customers, 60,000+ devices, 15 languages supported, 66+ countries type certified and 200+ resellers.
- Most secure platform & only purpose-built device for harsh environment
- Fast and easy deployment & most configurable for full Enterprise Deployments
- Most sophisticated noise-cancelling technology in market

- Large eco-system of independent software vendors

Program Overview

The goal of the RealWear Partner Program is to accelerate your business and drive unprecedented growth and profit by delivering industry-leading, hands-free Head Mounted Tablet for the industrial worker.

RealWear program is structured to provide rewards for partners that make a commitment and investments in a deeper RealWear relationship.

The RealWear Partner Program (RPP), with 3 partnership levels, provides Resellers an opportunity to expand their market share by integrating the RealWear Solutions into their portfolio.

RealWear is an industry leader and the preferred choice for wearable hands-free computers in harsh environments. RealWear is uniquely positioned to work with you to develop, market, and sell innovative hands-free, voice-activated wearable computing devices.

As a member of RealWear's Partner Program, you are recognized for your expertise and rewarded for your efforts. Membership in the RPP provides you with access to the people and tools to enable your business growth, making partnership with RealWear an important element of your success.

RPP members benefit in several ways:

- Potential to earn significant revenues in a rapidly growing market
- Benefit from a comprehensive reseller program that provides product sales discounts and other incentives
- Growing recurring revenues and renewals
- Deal registration
- Deployment and consulting services including staging, implementation, integration, education and process optimization services
- Be recognized as a leader in hands-free computing for industry
- Partner with the market leader and preferred choice in hands-free computing for industry

Why Become a RealWear Partner?

Companies need skilled, qualified experts to help them implement wearable hands free technologies and best practices to increase productivity, reduce costs and whilst enhancing safety. This enables you to offer your customers a solution to help them connect their front-line workers in preparation for the coming tidal wave of digital transformation.

By joining the RealWear Partner Program, you will be partnering with a company that is rapidly expanding global customer base and annual recurring revenue. As our customer base grows, your business opportunities grow.

Whether you are working with new or established customers, your customers will need your help creating a tremendous opportunity to expand your hardware, software and services businesses.

Plan, Build and Grow Your RealWear Practice

Collaborate with RealWear to build a go-to-market approach to success with co-marketing and co-selling opportunities, we provide the tools to successfully grow your customer base and increase profits.

Deliver Valuable Deployment and Integration Services

Help customers get started on their journey with RealWear by offering deployment and integration services. Utilize your RealWear skills to expand your business with companies of all sizes, industries, and geographies.

Develop Specialized, In-Depth Expertise

Your company has unique expertise and best practices in helping companies digitalise their processes. Our goal is to help you benefit from your know-how as you help your customers to connect their front-line workers and increase productivity, reduce costs, and enhance safety.

Levels

		Gold
	Silver	<p>The pinnacle of achievement in the program, the Gold Partner level is intended for high performing organizations focused on enterprise level deployments.</p> <p>This partnership level is limited to partners that continue to deliver revenue bookings, make a significant investment in RealWear and deliver top end user service.</p> <p>Gold Partners are authorized and expected to sell the full line of products. Gold Partners receive additional program benefits.</p>
Registered <p>The starting point for all resellers, members in this tier access to basic sales enablement support and may purchase from RealWear Distributors at discounted pricing.</p> <p>Partners develop expertise in putting basic assisted reality projects at this stage and relationships with salespeople.</p>	<p>Enhanced commitment and capabilities yield deeper discounts and support for capable partners with the ability to help customers design, plan and deploy technology for the industrial workers and large Enterprises on a Digital transformation journey</p> <p>Silver partners are expected achieve revenue levels and to make a minimum investment in RealWear sales training</p>	

Requirements

			Gold	
		Silver	Leaders in	
Registered		Committed Achievers	Assisted Reality Solution Delivery	
	Beginners			
Program Agreement				
RealWear Partner Agreement	X	X	X	
Device Sales Commitment				
Threshold to Achieve Level		20	100	
Minimum Annual Sales	20	20	100	
Training				
Sales & Technical Training	X	X	X	
Sales & Marketing				
Forecasting	Yes	Yes	Yes	
Device Registration	Yes	Yes	Yes	
Sales Out Reporting	Required through Distributor	Required Monthly via Partner	Required Monthly via Partner	
Customer Case Study		1 per annum	2 per annum	
Minimum Demo Units	1	2	3	
Demo Capabilities	Yes	Yes	Yes	

Benefits

			Gold	
		Silver	Leaders in	
Registered		Committed Achievers	Assisted Reality Solution Delivery	
	Beginners			
Sales Support				
Authorization to Resell RealWear Products	X	X	X	
Discount without Deal Registration	5%	10%	15%	
Discount with Deal Registration	15%	20%	25%	
NFR Discount	X	X	X	
Training				
On Demand Web Training	X	X	X	
Sales Support & Services				
Sales Lead Distribution		X	X	
Joint Sales Calls		X	X	
Marketing Support & Services				
Co-Marketing Funds		Proposal Based	Proposal Based	
Seminar & Event Support	Proposal Based	X	X	
RealWear Partner Portal	X	X	X	
Communications & Newsletters	X	X	X	
Partner Conference & Event Participation	Proposal Based	X	X	
RealWear Logo Usage	X	X	X	
RealWear Partner profile		X	X	
Partner Council			Eligible	

Deal Registration

To support the growth and success of our channels, to manage channel conflict and provide a systematic approach to running sales opportunities RealWear have created a deal registration program.

The RealWear deal registration program is designed to give our partners more protection and support around their opportunities. It rewards partners who identify and develop new business opportunities and ensures you have the

best resources to complete a deal.

To qualify the:

- Opportunity must be net-new business to RealWear.
- Opportunity must not have been previously registered by another RealWear partner.
- Requested opportunity details must be provided.

Only partners that have signed the RealWear Partner Program Agreement are able to register deals, earn program discounts and transact with RealWear. Unauthorized partners do not qualify.

Device Registration

RealWear is pleased to offer all customers an enhanced support experience. Partners play a critical part in ensuring each device owner gets the full value of their support entitlement. They do so by registering each device with RealWear on behalf of their customers within 30 days of sale. This process is an essential part of this partnership. As such, non-compliance is grounds for loss of program benefits or membership altogether.


Maintaining Partnership Status

Minimum annual requirements apply to Registered, Silver and Gold levels of the RPP program. Partners must remain in compliance with these requirements to be eligible for membership in the RPP program. On occasion a partner may fall below the minimum requirements specified for its partnership level due to attrition of trained representatives or other business issues. In these cases, RealWear provides a grace period of 90 calendar days in which the partner must successfully meet the minimum requirements to maintain its approved partnership level. If the partner fails to meet minimum requirements in this timeframe, RealWear may choose to reclassify the partner at a lower tier or take other action. Note that RealWear always reserves the right to terminate the partnership, per the terms of the RealWear Reseller Agreement, at any time and for any reason.

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The terms of this Program Guide are subject to the terms of the RealWear Reseller Agreement between RealWear and you. RealWear reserves the right to administer and modify the Program Guide

Documents / Resources

 <p>RealWear Partner Program Program & Policy Guide 5th Edition 2023</p>	<p>realwear Partner Program Application [pdf] User Guide 520, Partner Program Application, Program Application, Application</p>
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References

- [User Manual](#)

[Manuals+](#), [Privacy Policy](#)

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