



Welcome to The Agent Partnership Program!

You are now **an official, highly valued partner with Profound Technologies**. We look forward to contributing to your continued success. The goal of this partnership program is to add value to you and your organization, as well as the customers you serve. Part of Profound's commitment is to invest in you and our Technology Partnership. We will provide resources to enable you in the marketplace. Plus, you will receive regular recognition and appreciation for the opportunities you bring.

Some of the more detailed benefits we have in store for our partners are **Referral Bonuses, Commissions, Trainings, Promotions, Events, Monthly Newsletters, and more!** This Welcome Package will provide you a more detailed outline of what it means to be a successful partner and an active participant of our Agent Partnership Program.

In addition, your Business Development Executive (BDE) is going to be your partner liaison at Profound Technologies. BDE's are the resource for both Partner and project based questions and concerns, and your BDE will be happy to work with you at each step of the process.

Thank you again for your Partnership!

Kevin Busza
COO



Congratulations on joining the Agent Partnership Program! Here are your

Agent Partner Benefits



PROFOUND
TECHNOLOGIES

Financial Incentives

- **Commission** for Closed Projects
- **Gift Card Rewards** for Quoted Opportunities
- **Discounts** on eCommerce Website

Benefits for our Agent Partners

- ✓ Access to Profound's simple and enjoyable Teams and Zoom Rooms solutions for your customer's physical meeting rooms.
- ✓ First to know about new promotions and deals available
- ✓ Intentional work and communication with your Account Executive throughout the program
- ✓ Priority response to any needs and opportunities
- ✓ Training and coaching about Profound and our services
- ✓ Elite access to our products and resources, including our Build Your Own Room tool and Experience Center
- ✓ Invites to exclusive Partner Events with food, drinks, networking and more
- ✓ Monthly Newsletter to keep you updated on everything Profound

Responsibilities to our Agent Partners

We look forward to being your Technology Partner and rewarding you along the way. And what are some ways you can be a good partner for us? Stay in touch with your Account Executive, keep us in mind when speaking with your customers, and let's start tackling projects together! Then sit back and enjoy all the benefits that come with being an active member of the partnership program!

Authorized Agent

When you become a Profound Solutions Provider you create additional value for your customers. Profound Agents are part of a select group of industry affiliates approved to provide enhanced technology solutions. The result of becoming an Agent is increased customer satisfaction and Agent revenue.



Agent **features**

- High value solution sets
- Exclusive solution offerings
- Managed Service w/ recurring agency revenue
- Quarterly reporting on commissions
- Favorable commission structure
- Wide array of solutions

Agent **benefits**

- Become more to your customer base
- Differentiation from your competition
- Ability to put both IT and Audio Video under management
- Job costing and accounting done by Profound
- Bonus commissions

Profound Solutions Offered

- ✓ Microsoft Teams Room for physical meeting rooms
- ✓ Zoom Room for physical meeting rooms
- ✓ Zoom Administrative support services
- ✓ Managed Services for AV Room Systems
- ✓ Complete design and installation of all AV systems
- ✓ Operation center design and installation
- ✓ Video Wall design and implementation
- ✓ On-site personnel and supplemental staffing
- ✓ 24 / 7 / 365 HelpDesk ticketing
- ✓ Emergency onsite support
- ✓ Meeting and event support
- ✓ Sales, rental, and repair of all AV equipment
- ✓ Lighting Control Systems
- ✓ Control System Programming (Crestron & AMX)

Our **vendors**

