



Welcome to Jabra and a very bright future

First things first. Congratulations on your recent authorization to sell Jabra solutions. Our focus is always on helping grow your business and making it as easy as possible to get the products, services, and solutions you need in a timely and hassle-free manner.

In celebration of our new relationship, please accept this New Partner Welcome Kit. It includes key information to help you get started as well as a couple of gifts to show you our appreciation for choosing to partner with Jabra.

New Partner Offer

Within your first 90 days of becoming an authorized reseller, you are eligible to receive a Jabra device!*

- Sell \$2k in products and receive an Elite 85h headphones.
- Sell \$4k in products and receive an Evolve 75e earbuds.
- Sell \$6k in products and choose the device you would like to receive. You can choose from the Elite 85h, Evolve 75e, or Evolve 65t earbuds.



ELITE 85h



EVOLVE 75e



EVOLVE 65t

Jabra **One** Zone

Visit One Zone today

Quickly access a full range of sales and marketing tools, on-demand training modules, and access to our media library to help you drive demand with your partners.

Login at onezone.jabra.com

Interested in Becoming a PanaCast Authorized Reseller?

Become a Jabra Premium Video reseller to provide the best sales experience for PanaCast customers. Submit your application today at www.tinyurl.com/PANACASTNOW.



*Terms & Conditions:

- Based on point-of-sale reporting tracked by your preferred Distribution partner
- Jabra device will be shipped to the Jabra Partner Program applicant/signatory

Build a pipeline with these programs

Deal Registration

Have a hot prospect waiting to place an order? Jabra's Deal Registration Program provide a 10% discount to our Authorized resellers to help close "net new" customer opportunities.

Not for Resale (NFR) Program

The best way to boost your Jabra revenue is by having the first-hand experience with all-day comfort and superior quality of our award-winning devices. Purchase products at a substantial discount (approximately 27% off) your standard pricing from Distribution.

Public Sector & GEM Program

We make it easy selling into the public sector. Receive a 10% upfront discount loaded at Distribution. Want more? Receive an additional 5% discount for deal registrations on new public sector opportunities.

Jabra Technology Refresh Program

For your customers interested in upgrading their communications experience with industry leading unified communications devices.

When end customers purchase wireless or corded headsets, speakerphones and/or video conferencing cameras from an authorized reseller, they are eligible to up to \$150/unit in rebates.

For full program details, visit jabra.com/c/us/refresh

Learn more. Sell more. Earn more.

Monthly Channel Webinars

Join our webinars to become more familiar with our products and their use cases. At these sessions we provide you with the most important information you need to recommend the right device. You can find on-demand session on One Zone under News & Events.

One Rewards

We want to celebrate your efforts every day! Earn points when you provide Jabra and BlueParrott solutions to your customers and redeem them for merchandise, gift cards, travel, and more.

Please check with your management prior to registering to ensure your participation is not in conflict with your employer's internal policies around incentives. Please be aware that there may be tax implications as well.

Sign up today at jabra.perksplus.com

Sales Promotions

When you are selling our products, we are both winning. To help you, we have developed a range of sales promotions making it easier for you to engage prospects and customers. By working together, we will become unstoppable!

Visit One Zone and navigate to Sales > Promotions for all current promotions.

CONTACT US:

Please reach out to our New Reseller Support Team for assistance at any time.

Email: dmteam@jabra.com / Phone: 866-967-3063

Have a technical question? Reach out to our Technical Support team

Email: JabraSupport.US@jabra.com / Phone: 866-897-8757