





YOUR PARTNER ADVANTAGE

Unlock more opportunities with the VPP Program

WHY UPGRADE

-  Profit Protection: Protect your pre-sales investment with Deal Registration.
-  Solution Ecosystem: Access AI cameras, NVR/VSS solutions, and VORTEX cloud services.
-  Global Expertise: Leverage VIVOTEK's global innovation and engineering support.
-  Growth Enablement: Strengthen your capabilities with design tools, training, and certifications.

BENEFITS YOU UNLOCK

- Deal Registration
- Partner Hardware Discounts
- Demo / NFR Equipment
- Lead Sharing Opportunities
- Marketing Support
- Training & Certification

PARTNER GROWTH PATH



Progression:
Registered → **Authorized** → **Select** → **Elite**.

Advance through onboarding, certification, and active program engagement.

Contact the VIVOTEK Team!



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VIVOTEK | PREMIUM PARTNER

A guide to building successful partnerships
with VIVOTEK

Become a Partner Today!



WHY

Join the VIVOTEK Premium Partner (VPP) Program?



Joining VPP is more than a partnership—it is access to a future-ready ecosystem built for the AI and cloud era. By aligning technology, commercial support, and enablement resources, VIVOTEK helps partners reduce risk, improve efficiency, and unlock new revenue opportunities.

VPP is a long-term growth platform designed to help you scale with confidence in a transforming market.



1

Profit Protection

Aligned partner tiers protect margins, while Deal Registration safeguards and rewards your pre-sales efforts.

2

Solution Ecosystem

Access AI cameras, NVR/VSS solutions, and VORTEX cloud services through one unified and intuitive portal.

3

Global Expertise

Benefit from VIVOTEK's global innovation and trusted brand, supported by strong local engineering and business expertise.

4

Growth Enablement

Access design tools, training, and certifications to strengthen your expertise and expand into cloud and recurring revenue opportunities.

ENTRY

Requirements and Partner Tiers

Requirements

To join VPP, partners must:

- Register via the VPP Portal
- Accept the VPP Participation Terms
- Provide a valid tax ID or tax document to verify legal status



3 Select Partner

Partners with demonstrated capability and relevant certification.

4 Elite Partner

Strategic partners with advanced cloud and solution expertise.

1 Registered Partner

Entry-level partners registered in VPP and authorized to resell.



2 Authorized Partner

Partners who have completed onboarding and are formally enabled.

BENEFITS

By Partner Tiers

The VIVOTEK Premium Partner (VPP) Program offers a progressive set of benefits designed to support partner growth and long-term collaboration.

Region	North America				Latin America			
Partner Level	Registered	Authorized	Select	Elite	Registered	Authorized	Select	Elite
Hardware Discount	-	V	V	V	V	V	V	V
Lead Sharing	-	-	V	V	-	-	V	V
Marketing Support	-	-	V	V	-	-	V	V
Demo / NFR Equipment	-	-	V	V	-	V	V	V
Training Requirement	-	V	V	V	V	V	V	V
Technical Support	V	V	V	V	V	V	V	V
SWAP	-	-	V	V	-	-	V	V

Each region has specialized criteria; please get in touch with your RSM for details.

BENEFITS

By Partner Tiers

The VIVOTEK Premium Partner (VPP) Program offers a progressive set of benefits designed to support partner growth and long-term collaboration.

Region	APAC				Europe			
Partner Level	Registered	Authorized	Select	Elite	Registered	Authorized	Select	Elite
Hardware Discount	-	-	V	V	V	V	V	V
Lead Sharing	-	-	V	V	-	-	V	V
Marketing Support	-	-	V	V	-	-	V	V
Demo / NFR Equipment	-	V	V	V	-	V	V	V
Training Requirement	-	V	V	V	-	V	V	V
Technical Support	V	V	V	V	V	V	V	V
SWAP	-	-	V	V	-	-	V	V

Each region has specialized criteria; please get in touch with your RSM for details.

ADVANCEMENT

Upgrade, Renewal and Grace Period

Tier advancement is based on demonstrated business growth and engagement, including revenue, certification, project registration, or program participation.



Renewal Policy

Renewal evaluation considers the following factors:

- Business activity
- Certification validity
- Engagement in the **VPP Portal Business Hub**



Grace Period

Grace periods vary by partner tier:

- Registered — No grace period
- Authorized — No grace period
- Select — 1-month grace period
- Elite — Up to 3-month grace period

VIVOTEK | PREMIUM PARTNER

Thank you for being part of the VIVOTEK partner ecosystem.

Growing together in the AI and cloud security era.

Learn more here:

