

# emcom

## Partner Alliance Program

### To Become an Emcom Partner

#### Qualifications

- ❖ Experience with VoIP telephony and IP Video systems preferred
- ❖ CompTIA Network+ certification
- ❖ Knowledge of Windows 10 OS

#### Prerequisites

- ❖ EmVista Installer Laptop with Emcom EmVista Essential Installer Suite, EmVista Essential Master Station, IP 6000 in Kydex enclosure (purchase or lease from Emcom)
- ❖ Internet access (e.g., through WiFi hotspot)
- ❖ 5 years Low Voltage system installation and integration and completion of EmVista Essential Training (including VoIP, QoS, EmVista)

### Benefits for Emcom Partners

#### Technical Support

- ❖ Software and Firmware upgrades
- ❖ Remote Emcom software and hardware support during installations and troubleshooting
- ❖ Customized onsite support and training (\$)

#### Sales Support

- ❖ Product cut sheets and A & E Specifications as well as other marketing materials available through our website
- ❖ Regional Sales Directors to assist with Team presentations for large projects
- ❖ Reciprocal website links and local referrals

#### Industries

Airports  
Education  
Entertainment  
Government  
Healthcare  
Mass Transit  
Parking



#### VoIP Products

Blue Light Help Stations  
Vandal Resistant Phones  
Area of Refuge Systems  
IP Elevator Intercoms  
Phone Master Stations  
Enterprise Software  
Solutions