

Honours Partner Program Training Requirements



Honours Partner

Honours partner is the entry level to the honours partner program. Honours partners purchase exclusively through the two-tier channel, and receive marketing benefits from Intermec as detailed below.

As a requirement of their status honours partners commit to training at least one of their staff according to the basic technology and products areas listed below, there is a mandatory assessment available for each area. This training is free of charge.

Basic Technology & Products Training

This online training package is available on Intermec University and consists of technology, product and application information in the areas of in-field, in-premise, printer and RFID systems. There is an assessment available for each technology area.

For an Intermec honours partner at least one member of staff is required to pass two or more of the online assessments listed below before the partner is eligible to buy Intermec products from the two-tier distribution channel.

- In-field
- In-premise
- Printers
- RFID

On passing the assessments each partner receives a unique authorisation number. When ordering from distributors, partners are required to quote their authorisation number.

Partners' authorisation numbers are valid for one calendar year, and should be renewed by the end of December each year.

Intermec University

Registration

Before using the resources available on Intermec University it is necessary to register. Visit www.intermecuniversity.com to register. Registrations will only be validated for users with a corporate email address.

First login

Within 48 hours of registration applicants will receive a unique username and password allowing access to the Intermec University EMEA partner web site.

Honours Partner Program Training Requirements



Partner assessments

All the basic technology and products assessments are available online at Intermec University. Assessment results will be recorded automatically and you will be notified of the result on screen. Accreditation numbers will be issued within 48 hours of passing the assessments.

All basic technology and products assessments are delivered in English and are 'open book', you may have as many attempts as necessary to pass. There is no time limit on the assessments and the pass mark is 70%.

Honours Partner Benefits

- Access to Intermec products via value added distributors
- Use of Intermec honours partner logo
- Access to on-line image library
- Access to Intermec sales collateral
- Web based technical support
- Eligible to register for product bulletin information
- Eligible to register for product launch kit information